

1 IN CIRCULATION & READERSHIP

SOUTH ASIA'S LEADING TRAVEL

ddppl.com

Travel Luxury Show

TRAVTALK

SAY
NO
TO
FAKE
NEWS

TravTalkIndia

Published from : ★ India ★ Middle East



GENTING DREAM

2 & 5 Nights Ex - Singapore
Port Klang, Penang, Phuket, Surabaya, North Bali & Bintan Island
1 June - 28 October, 2018

operations@arktravels.com / cruise@arktravels.com | Call: 022 - 4246 1919



It's time to book ur
VIP clients with



worldtravelstudio
COM™



It's Time for a Change!

Take a Leap Forward

Use Our Hotel Booking System

Save Time and Money

GRNconnect.com
Global Reservations Network

Effective Booking Management

Competitive Rates

Vast Hotel Choices

Hotels Worldwide

Our Services

Over 500,000 Hotels

Highly Competitive Prices

24hrs Support

No Credit Card Fees

Increase your Sales
Through GRNconnect.com

Hotels Transfers Tours Apartments

We focus on your success!

Sign Up
For Your Travel Trade Account
It's FREE

Connecting
Hotels And Travel Agents
We Bring The Market To
Your Fingertips

OMNI HUB - New Version API XML 3.0 (1.3)
Available Now

0% ZERO PERCENT CREDIT CARD CHARGES

JOIN US
NOW!

You Can benefit from
The Best Prices

For Queries:- email us at marketing@grnconnect.com ☎ +91-8130212626

ENJOY MACAO WITH ENDLESS ADVENTURES SPRING GETAWAY



THE
VENETIAN
MACAO

THE
PARISIAN
MACAO

CONRAD
MACAO, COTAI CENTRAL

H
Holiday Inn
AN IHG HOTEL
MACAO, COTAI CENTRAL

澳門金沙度假區
Sands
RESORTS MACAO

Offer includes:

- ✓ Three nights accommodation at Harbour Plaza 8 Degrees, Hong Kong
- ✓ Two nights accommodation at one the below options in Macau
- ✓ Daily breakfast at Cafe deco OR Lunch at BAMBU / GOLDEN PEACOCK
- ✓ One way Cotai Water Jet Cotai Class ticket from Macau to Hong Kong / Gondola Ride / Eiffel Tower / Qube / Qube Kindom / Aqua World / Planet J Admission
- ✓ Afternoon Tea Set / Monkey King Show ticket / La Parisienne – Cabaret Francaise
- ✓ Deluxe Privileges Booklet, Macau
- ✓ Hong Kong by Night Tour on SIC
- ✓ Airport Transfer and One Way Pier Transfer in Hong Kong on SIC
- ✓ Macau Half Day City Tour on SIC

05 Nights / 06 Days

The Venetian® Macao

Conrad® Macao,
Cotai Central

The Parisian Macao

Holiday Inn® Macao
Cotai Central

From
US\$ **516** pp

From
US\$ **516** pp

From
US\$ **458** pp

From
US\$ **428** pp

Accommodation at Deluxe Royale Suite

Accommodation at King Deluxe Room

Accommodation at Deluxe King Room

Accommodation at King Superior Room

Book period : Mar 12, 2018 to Jul 13, 2018

Stay period : Mar 19, 2018 to Jul 13, 2018

travelbullz
destination management company

Contact us on :

E: online@travelbullz.com / groups@travelbullz.com

W: www.travelbullz.com T: +91 11 49429900

Follow us on: [f/travelbullz](https://www.facebook.com/travelbullz) [/travelbullz](https://www.instagram.com/travelbullz)

THAILAND | HONGKONG | MACAU

1 IN CIRCULATION & READERSHIP

SOUTH ASIA'S LEADING TRAVEL TRADE FORTNIGHTLY

ddppl.com

TRAVTALK

TravTalkIndia.com

Published from : ★ India ★ Middle East

INDIA TRAVEL AWARDS EAST 2018

www.indiatravelawards.in

Now N nominate

Maya glitters in South yet again



Gallery of Legends: Sherif Salman



DDP Game Changer: Raj Andrade



DDP Trailblazer: Ronald Colaco (received by his son, Nigel Colaco)



DDP Trailblazer: Vivek Kumar



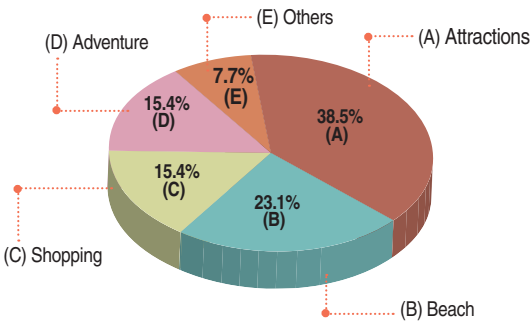
DDP Face of the Future: Nirupa Shankar

The 5th edition of India Travel Awards—South was held at Clarks Exotica Convention Resort and Spa, Bengaluru, amidst the stalwarts of the tourism industry. Chief Guest **Kumar Pushkar**, an IFS officer and Managing Director, Karnataka State Tourism Development Corporation and **Anita Mishra**, Gladrags Mrs India Maharashtra 2018, presided over the ceremony. **Sherif Salman**, Chairman, Sherif Travel and Cargo Services, was conferred the Gallery of Legends trophy while **Raj Andrade**, Vice President—Business Development, Marketing and Strategy, Bengaluru International Airport, was DDP Game Changer. **Vivek Kumar**, Managing Director, Clarks Brij Hotels, Pride Hospitality and Brijrama Hospitality and **Ronald Colaco**, Owner, Clarks Exotica Convention Resorts and Spa, Bengaluru, bagged the DDP Trailblazer award. **Nirupa Shankar**, Director, Brigade hospitality was awarded the DDP Face of the Future title.

Attractions rule the roost for Indians



With travelling becoming a way of life, Indians seem to be upbeat about their summer plans. Interestingly, their holidays are mostly driven by attractions, according to a poll. Beaches followed suit, catching the fancy of approximately a good number of vacationers. Shopping and adventure were other travel factors, with 15.4 per cent each.



Discover Europe with **EUROSTAR**



Travel in style to 100 european destinations*
connecting from **City Centre to City Centre**

FARES AS LOW AS

€ 46*

*per person per way



FEATURES

- ✓ Dynamic speed of 320km/h
- ✓ Onboard Free Wifi
- ✓ Exclusive Business Premier Lounge access
- ✓ Comfortable reclining seats
- ✓ Spacious Luggage racks
- ✓ Power socket/USBs at each seat

*T & C apply.

In association with

RAIL EUROPE
Inspiring connections



OTTILA INTERNATIONAL

Mumbai (Head Office) : 022 6720 5000 | Ahmedabad : 079 2642 3001 | Bengaluru : 080 4152 9351 | Chennai : 044 4214 8280
Coimbatore : 0422 435 0506 | Hyderabad : 040 4020 0301 | Indore : 0731 4911 373 | Kochi : 0484 401 5516
Kolkata : 033 2474 0347 | New Delhi : 011 4141 4242 | Pune : 020 4002 6960 | Chandigarh : 011 4141 4242 | Goa : 0832 2517 168
Jaipur : 011 4141 4242 | Jalandhar : 0181 222 3512 | Nashik : 0253 231 0044 | Trivandrum : 0484 401 5516

Cancel ticket free of charge

According to MoCA's draft passenger charter, cancellation charges won't be levied for air tickets. However, it has to be within 24 hours of booking and not less than 96 hours before boarding.



Nisha Verma

Jayant Sinha, Minister of State, Civil Aviation unveiled the proposed Passenger Charter and Air Sewa along with Rajiv Nayan Choubey, Secretary, MoCA; Guruprasad Mohapatra, Chairman, AAI; B S Bhullar, Director General, DGCA; Satyendra Mishra, JS, MoCA; and Kumar Rajesh Chandra, DG, BCAS.



Jayant Sinha
Minister of State
Civil Aviation

Under the Draft Passenger Charter, which defines the rights of passengers, Jayant Sinha revealed that there will be a 'lock-in' period of 24 hours post booking for passengers, allowing them to cancel or amend the ticket without any charges. However, he said that

this waiver would not be eligible for a ticket booked 96 hours (4 days) before the departure of the flight. "Cancellation charges have been a major point of friction between airlines and passengers. The draft passenger

charter has been released in the public domain for consultation and we want inputs from all stakeholders on this. We have tried to introduce with something that is passenger-friendly while protecting the airlines, thereby enabling passengers to

ture, he will have to pay a cancellation charge."

Sinha also revealed that both domestic and international airlines can provide internet onboard in Indian airspace. According to Passenger Charter,

“Cancellation charges have been a major point of friction between airlines and passengers. The draft passenger charter has been released in the public domain”

do a 24-hour lock-in for their reservation. During these 24 hours, they can change their reservation, route and name without incurring any charges. But once a passenger is within the four-day window of depar-

Wi-Fi services can be provided from the moment the plane takes off with personal electronic devices on flight mode. Mobile services can be allowed only when an aircraft is over an altitude of 3,000 metres.

ROYAL DESERT CAMPS

Camel Safaries, Village Safaries by Jeep, Cross Country Drives, Nature Walks, Dune Walks, Gala Dinners in the Desert, Special Camps, Weddings in the Desert, Conferences, Cycle, Tact, Special Interest Tours, Desert Games, Adventure activities

A UNIT OF
ROYAL DESERT SAFARIES PVT. LTD.
JAISALMER

Nachna Haveli, Gandhi Chowk,
Jaisalmer - 345 001 | T: +91-292252536/251402
M: +91-9414140636, +91-9029093380
info@campandsafaries.com /
sales@campandsafaries.com
www.campandsafaries.com
www.royaldesertcampsjaisalmer.com

India's leading B2B travel portal

BUS
 Mobile Recharge
 Holidays
 Hotels
 Flights
 IRCTC E-Ticketing
 Filmcity Tourism
 Money Transfer

MULTILINK™

BUSINESS IN A BOX

Travel Services

- Best Fares and Deals
- Unlimited Online Inventory
- 24 * 7 Customer Support
- Fastest Search Engine
- Payment Accepted Through Credit Card, Debit Card, Net Banking

Website : www.multilinkworld.com
Call: +91 9082947471 / +91 7738777215
Telephone: 022 67383838
Email : divya.k@multilinkworld.com
jyoti.g@multilinkworld.com

API / XML Solutions

White Label Solutions

Distribution Solutions

Travel Mobile Apps

Corporates

MOS UTILITY PRIVATE LIMITED
805, Quantum Tower, Chincholi Bunder SV Road
Near H.P. Petrol Pump, Malad (W), Mumbai-64

INCREDIBLE VACATIONS
YOUR WINDOW TO THE WORLD

Your DMC for North America

SANS INCREDIBLE VACATIONS LLC.

Member of NYC & Company

421 7th Av, Suite 701, New York, NY 10001
T : +1 347 594 2702 / +91 22 66252321
E : sans@sansincrediblevacations.com
W : www.sansincrediblevacations.com

Customized Tours

USA CANADA

MICE Tours

USA CANADA

TRAVTALK brings to you news and events that made headlines 25 years ago with relevance even today. From the archives, we present the June 1993 issue:

Art of acquisitions

AccorHotels' recent acquisition of Swiss hotel chain—Mövenpick Hotels, is only one of the many acquisitions that the French hospitality brand has done in the recent years. It was only a few years ago that they acquired FRHI Hotels and grabbed a big share of the luxury hotel segment. In fact, AccorHotels has spent more than 600 million euros (\$715.4 million) in the last four years on startups. According to reports, Accor is set to buy Chile's Atton Hotels, while it's already acquiring alternative accommodations provider, concierge service, and event specialist. The same agenda is visible in Marriott's acquisition of Starwood a couple of years ago, which now sees the two giants working together to provide customers a taste of their hospitality in every segment. In fact, in India, Marriott has already crossed the 100-hotel mark recently. Local brands like Sarovar Hotels & Resorts, which sold majority of its stakes to Louvre Hotels last year, is not too far behind. Even Australia-based StayWell hospitality was taken over by Japan's Prince Hotels recently. Not only do these acquisitions help to boost the brand portfolio, but also give them the right reach in various markets.

Indians on attractions

Indians are aspirational travellers—especially, the middle class which is making sure to travel to all the popular destinations and ticking their sightseeing checklists. In fact, NTO representatives around the country vouch for Indian travellers to pack as many things in their itineraries as possible and leave no time to relax. Shopping, beach, adventure, and everything else comes after they are done with the major attractions of the place. It is after aspirational travel that Indians progress to experiences, which is the major buzzword for today, but this segment is more for the seasoned traveller than those who are visiting a destination for the first time. Hence, travel companies, while making sure to offer busy itineraries for the growing middle class in India, are also venturing into specially-crafted itineraries for experiential travellers. With demand for both these sectors growing, the current holiday season is sure to record high numbers.

Archana Airways takes to the skies

- Archana Airways started operations in May 1993 with its 17 seater L-410 Czech aircraft. The airline purchased four such aircraft.
- AK Bhartiya, Chairman of the airline, said that L-410 class aircraft was seen for the first time in this region and was perfect for extreme conditions in India.
- He also said that it was not required for every airline to compete for routes with Indian Airlines (now Air India), as there are many places in the country that need flights.

FRANKLY SAID ...



FROM THE ARCHIVES

Then



Raj Bajaj
Executive Director
Perfect Travels

Now



Raj Bajaj
President— Perfect Travels,
Adventure World (India) and Bajaj
Indian Homestays & Hotels
EC member, IATO

An alumnus of Delhi College of Engineering, Raj Bajaj joined his family business, giving up his engineering career. In 1993, he was the Executive Director, Perfect Travels and today he is the President of Perfect Travels, Adventure World (India), Bajaj Indian Homestays & Hotels as well as The Luxury Trains of India.

Then



Prabhat Verma
Manager Tours- North India
UVI Holidays

Now



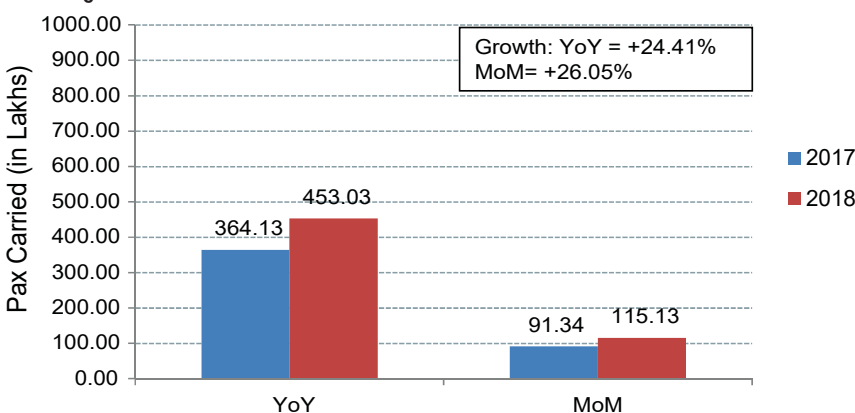
Prabhat Verma
Director
PureQuest Adventures
(A division of Le Passage to India)

Prabhat Verma was appointed as Manager Tours- North India for UVI Holidays. Today, he drives the adventure & wildlife outfit for India's leading DMC, Le Passage to India as the Director of PureQuest Adventures.

Domestic air traffic ↑ 24.41%

Domestic air traffic grows by 24.41 per cent from January-April YOY, according to a latest report by Directorate General of Civil Aviation (DGCA). The passenger load factor in the month of Apr 2018 has shown increasing trend compared to previous month primarily due to beginning of tourist season.

Passenger Growth



Source: Directorate General of Civil Aviation (DGCA)

✦ Passengers flown by domestic airlines in January-April stood at 453.03 lakhs over 364.13 lakhs in the corresponding period in 2017. The passenger traffic month-on-month has risen by 26%—from 91.34 lakh in March 2018 to 115.13 lakhs in April 2018. According to the data, SpiceJet continues to have the highest Passenger Load Factor (PLF), 95.5%, followed by IndiGo with 91.9%. Go Air came in third with 89.5% and Vistara with 88% PLF.

Morocco aims big for India

The North African country is the latest to enter India to attract its growing outbound traffic. It will soon set up a direct office in New Delhi and is in talks with airlines for improving connections.



Hazel Jain

Bordering the Atlantic Ocean and the Mediterranean Sea, Morocco exudes 'exotic' for the average Indian traveller, and the Kingdom of Morocco will build its strategy on this perceived image, apart from culture and history. This was revealed by His Excellency Mohamed Maliki, Ambassador of the Kingdom of Morocco, based in New Delhi.

He also revealed that Morocco will soon be opening a tourism board office in New Delhi. "The new office was supposed to open in January this year but got delayed due to technical reasons. We will announce the office and the CEO who will head it soon," he said. He was in Mumbai to inaugurate the ninth visa application centre which is contracted to Cox & Kings Global Services. It also has visa application centres in Delhi, Chennai, Kolkata, Ahmedabad, Pune, Goa, Indore and Bengaluru. Maliki hopes to open three more centres by 2018-end.

Maliki added that the two countries had recently signed a bilateral agreement for aviation. "We are in talks with some Indian airlines for connections between India and Morocco and may even look at a direct connectivity. We are currently connected to India through a few Middle Eastern and European airlines," he said. Of course, the opening of a direct air service requires feasibility and profitability studies. Interestingly, Royal Air Maroc (RAM), the Moroccan national carrier, flies to nearby Dubai and Abu Dhabi.

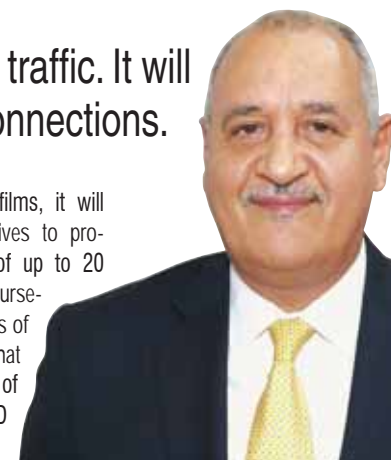
These developments indicate a growing number of Indian tourists to Morocco. In 2017, the North African country welcomed about 22,000 Indian visitors. "We hope to double this number by 2019. We will

“We are currently in talks with some Indian airlines for better connections between India and Morocco and may even look at a direct connectivity if it makes sense to the airline”

plan a strategy for the India market once we open our Moroccan National Tourist Office in Delhi,” Maliki added.

One of the segments Morocco has been actively tapping is the Bollywood industry. Having facilitated the

shooting of big films, it will now offer incentives to production houses of up to 20 per cent in reimbursements of expenses of any production that exceeds 19 days of shooting and USD 1 million.



INTERGLOBE
TECHNOLOGY QUOTIENT

Travelport

The power of the platform



Connecting travel choice

The power of our platform enables travel agencies evolve their technologies and deliver the best choice for travel buyers and consumers from:

- ◆ 400+ airlines including
 - 125+ Global LCCs as IndiGo, exclusively on Travelport
 - 210+ airlines sharing rich content & branding
 - 50+ different ancillaries
- ◆ 610,000 unique hotel properties
- ◆ 35,000 car rental locations
- ◆ 65 cruise & tour operators
- ◆ 12 major rail networks



Discover the power of the platform with us at itq.in/contact

Travel choice

Travel performance

Travel experience

Travel intelligence

www.itq.in | marketing@galileo.co.in | Follow us on



About Morocco

Morocco is distinguished by its Arabian and European cultural influences. Its seat of government resides in Rabat but its economic capital is Casablanca

Rajasthan vies for the top spot

Rajasthan witnessed a robust tourism season last year with a total of 475.27 lakh tourist inflow in 2017. With the recent addition of Amber Fort as one of the 10 iconic sites, the state is developing tourism-related infrastructure at various destinations and undertaking illumination projects at various heritage monuments.



Ankita Saxena

In 2017, out of the total 475.27 lakh tourists, 16.10 lakh were international, registering a growth of 6.36 per cent while the remaining 459.17 were domestic tourists, registering a growth of 10.66 per cent in 2017 over 2016, informed **Vasundhara Raje**, Chief Minister, Government of Rajasthan.

Raje pointed out that according to Vision 2020, the state had set a target to receive 50 million tourists in Rajasthan. Lauding the efforts of the state tourism department, she informed that with the support extended by the travel trade, the target is going to be met in 2018, two years in advance, since over 47 million tourists have already visited the state by the end of 2017.

Expressing gratitude towards the support given by the Ministry of Tourism, Raje informed that the state received over ₹40 crores for Pushkar, ₹63 crore for Sambhal, over ₹100 crore for the Heritage Circuit, ₹93 crore for the Spiritual Circuit and ₹91 crore for the Krishna Circuit under various schemes of the Government of India. "I hope that the state will continue to receive the enormous support for three other proposed projects—Tiger Project, ecotourism and Desert Circuit. The success of the campaign—*Jane Kya Dikh Jaye*, is significant for the state as it triggered interest for the destination amongst domestic and international travellers and has resulted in the increase of footfalls of tourists in the state. With our progress, I believe the current figures are going to



Vasundhara Raje
Chief Minister
Government of Rajasthan

“*Jane Kya Dikh Jaye* has resulted in the increase of footfalls of tourists”



Subodh Agarwal
Additional Chief Secretary—
Tourism, Art & Culture, Government
of Rajasthan

“As of date, Jaipur airport operates 70 flights daily compared to 38 in 2015”

jump, and Rajasthan will once again become the hub for tourism,” said Raje. She lauded the announcement by the Government of India to add Amber Fort as one of the top iconic sites in India and hoped to develop similar destinations for tourists.

Subodh Agarwal, Additional Chief Secretary—Tourism, Art & Culture, Government of Rajasthan provided an update of the hospitality spectrum in the state. He informed that in 2017, the average hotel occupancy in Rajasthan grew to 65 per cent during 2016-17 as compared to 58.9 per cent during the year before that. He cited the increase in inventory as one of the reasons for this growth and pointed out that hotel inventory has grown by over 50 per cent in the past years.

He said, “Aircraft movement has grown by 35 per cent in Jaipur, 25 per cent in Jodhpur and 20 per cent in Udaipur. As of date, Jaipur airport operates 70 flights daily compared to 38 in 2015, which indicates that there is a strong demand for air travel, a key proxy to tourism. Flights from Tier-II and Tier-III cities are now operational with the Udan scheme while international carriers have recently started direct flights between Jaipur and Southeast Asian countries.”

Niche Tourism

➔ Rajasthan has added cultural tourism products like fairs and festivals to attract more tourists

➔ Illumination of monuments and night tourism are other initiatives

Fastest growing hotel chain in India, Lords Hotels & Resorts now 27 hotels and counting



Business | Leisure | Pilgrim

Our long term vision encompasses Hotels and Resorts across the country, located in the places of strategic business, leisure and pilgrim destinations.

Lords
HOTELS & RESORTS
Exhilarating Hospitality

Plaza | Resort | Inn | Eco Inn

True Value Hotels

Coriander
the restaurant

The Lime Tree
the lounge bar

distil
the lounge bar

Café

Indulge

VEENTA

Agra | Ahmedabad | Ankleshwar | Bengaluru-Jayanagar | Bengaluru-Mysuru Road | Bharuch | Bhavnagar | Dahej | Dwarka | Gandhidham | Gir-Forest | Gir-Sasan | Jaipur | Jaipur-Mansarovar | Jammu | Jodhpur | Porbandar | Rajula | Saputara-Aakar | Saputara-Patang | Shirdi | Somnath | Surat | Thrissur-Kerala | Vadodara | Internationally At: Kathmandu-Nepal | Nepalgunj-Nepal

Birgunj-Nepal | Bhaktapur-Nepal | Budhanilkantha, Kathmandu-Nepal | Chotila | Delhi-NCR | Goa | Jamnagar | Lucknow | Morbi | Muduba-Shimoga | Mumbai | Rajkot

Corp. Office: 202 Morya Blue Moon, Opp. Citi Mall, Off New Link Road, Andheri (W), Mumbai-400 053.
22 49240180 - 81

www.lordshotels.com Toll Free Reservation : 1800 103 8298

follow us on f in t w

Swipe left.
Swipe right.
Zoom in.
Zoom out.
Log out,

*Come out
and
play.*



Go for a swim | Surf the waves
Watch fishermen in action
Get an Ayurvedic massage
Taste fresh seafood
Sip coconut water | Comb beaches

Travel trade go Dutch!

The King's Day celebration in New Delhi recently brought together the Dutch and the Indian community to interact and enjoy a gala evening. The key tourism industry attendees shared the importance of such gatherings and the status of tourism between the two countries.



TT Bureau



Guldeep Singh Sahni
Past President, Outbound
Tour Operators Association
of India

“Indian travellers to The Netherlands is on the rise, especially during the summer. The Embassy of The Kingdom of Netherlands in India should speed-up the visa processing to allow more number of travellers to visit the country. Self-drives have become very popular and the tourism board should conduct more training programmes with travel agents to educate them about activities that can be done in and around The Netherlands.”



Riaz Munshi
Managing Director
N Chirag Travels

“These events allow the two countries to come together to understand each other's cultures and traditions and thus boost relationships. We have seen immense growth in numbers to The Netherlands in the last two years and Amsterdam remains the most popular city. Indians usually combine two to three countries when travelling to Europe and now with direct flights, they are making Amsterdam a stop-over place before transiting to other destinations. The canal cruises, sightseeing and miniature world are popular attractions among Indians.”



Kavita Joshi
Head—North India
Jet Airways

“The event is getting better year-on-year because of the strengthened ties between the two countries. We had very good connections between India and Amsterdam once we moved our hub from Brussels to Amsterdam two years ago. We are witnessing an increase in demand from India to not only Amsterdam but also beyond to other destinations in Europe, the US and Canada. None of our staff can get on to the flights despite having free tickets since they are chock-a-blocked.”

“An annual event like this helps industry partners to have one-to-one interaction with the gathering to understand the right partners for business. Amsterdam is the most popular destination amongst Indian travellers, but there is a shift in the segment of travel. Earlier, it was assumed that only younger travellers visited the destination for parties but now families and women groups have started to travel for Tulip Festival and other activities.”



Shravan Bhalla
Proprietor
Hi Flyer

“The relations between The Netherlands and India have been quite strong for years now. The numbers from India to the destination are on an upswing. With more flights coming in from Delhi, Mumbai and Bengaluru, I feel that soon it will become a destination by itself rather than be a stop-over point for travellers. There is a lot more to do in The Netherlands than just one city. It is a good getaway for families and to take a relaxed holiday.”



Sharad Thadani
Honorary Consul
Kingdom of the Netherlands

“An event like this really strengthens the ties between the two communities—the Dutch and the Indian diasporas. I think the traffic to The Netherlands from India has grown nearly 30 per cent. In fact, the demand to stay longer in The Netherlands is on the rise. The delegation from the country not only boosted the relations between India and The Netherlands but also pushed tourism between the two countries.”



Ranjana Sharma
Managing Director
Trav'n Tours International

BUSINESS FOR SALE

MICE & TRAVEL COMPANY

An established MICE & Travel company, profitable with a revenue of 90 Crores in FY18, with an EBITDA Margin of 10% and operating for more than 10 years is for sale. The company has presence in all major cities with a client base with several big names across the country. Interested parties please contact through the below email:

abhijeet@dynamicorbis.co.in

Welcome to a new era of flight at **Terminal 2.**

Korean Air will fly
from Incheon Int'l Airport **Terminal 2** only.



Origin	Destination	Flight	Departure	Arrival	Day
Delhi	Seoul	KE482	1940	0620 ¹⁾	TUE/THU/FRI/SAT/SUN
Seoul	Delhi	KE481	1300	1805	TUE/THU/FRI/SAT/SUN



Korean Air is about to add a new chapter to its history.
Experience an enhanced quality of service, comfort and convenience
from Korean Air at Incheon Int'l Airport Terminal 2.

Excellence in Flight

KOREAN AIR

HOME PAGE : www.koreanair.com

RESERVATION NUMBER: 022 2287 3200

Exclusivity of private tours

Globus has launched a new style of travel—Globus Private Touring, allowing travel agents to convert any Globus Europe vacation to a private tour.



Globus Private Touring aims to offer the expertise of the world's largest escorted touring company yet allows operating tours exclusively for a smaller number of travellers without having to share the coach with others. **Varesh Chopra**, Regional Director—South Asia and Middle East, Globus, explains, "Travellers can enjoy a more intimate European vacation with all values one expects from a Globus tour. They are different from Indian private tours as the travellers will have their own dedicated international tour director, their own private transportation, driver and professional local guides." Every private tour includes all visits and VIP access to popular attractions as outlined in the original published Globus itinerary.



Varesh Chopra
Regional Director—South Asia and Middle East, Globus

Chopra further explains that private tour offers greater flexibility in pace and experience. The company is targeting families and friends who would like to travel exclusively and not with a larger group. He elaborates that travel agents can convert any Globus European vacation to a private touring experience. "One has to simply

choose a tour from Globus Europe portfolio then let us know that you're interested in booking a Private Tour along with the number of travellers. An additional premium, based on the overall number of travellers is charged for each traveller on top of the published tour price," he says.

The company incentivises its travel partners by way of offering commissions on sales of any Globus Private Touring vacation.

Greater Flexibility

✦ The company is targeting families and friends who would like to travel exclusively. Travel agents can convert any Globus European vacation to a private touring experience

Delhi-Iceland at `13,499

WOW air has launched its operations in India with an inaugural fare of `13,499 from New Delhi to Keflavik airport, and further to Europe and North America.



WOW air was launched in India recently at a grand ceremony, where **Skuli Mogensen**, Chief Executive Officer and founder of WOW air, announced its inaugural flights from Delhi to Keflavik airport in Iceland at `13,499. The five times a week flight will start operating from December 7, 2018.

"Our launch is in sync with India's aviation growth story and we look forward to being part of it with our very affordable fares to North America and Europe on board brand new Airbus A330neos. WOW air also plans to add more flights to India in the future," said Mogensen. The fare would vary for different classes, i.e., WOW basic, WOW plus, WOW comfy & WOW premium. Mogensen added that those who fly WOW



Skuli Mogensen
Chief Executive Officer and founder of WOW air

air can also break-up their long haul transatlantic trip and relish the scenic beauty of Iceland on their way. "India is our first market in Asia and we see a great opportunity here. The flight path from India to North America is superior to any other market from this region. Our load factors are over 90 per cent globally and we hope to re-

peat in India as well. Wherever we go, we happen to stimulate the market with our prices," revealed Mogensen.

For distribution in the India market, Mogensen added, "We have promised to offer the

“The flight path from India, our first Asia market, to North America is superior to any other market from this region”

cheapest fare on our website. Locally, we are working with the BIRD group for distribution. However, I would expect primary sales channel would still be online.”



MAHARAJAS' EXPRESS | THE GOLDEN CHARIOT
PALACE ON WHEELS | DECCAN ODYSSEY

The Priceless Journeys, Reasonably Priced.

Drop Your Buying Cost

Buy From Us | Exciting Deals | Amazing Prices | Free Upgrades & Much More!

Call/Write to us: +91-8287795986(Mahfooz) • +91-9873844455(Sanjeev) • +91-124-2385262(Tel)
rail@therailjourneys.com • 161, Sector - 27, Gurugram, Haryana, India - 122002



LAKE & BEACH ECSTASY

@ The Raviz Ashtamudi & The Leela Raviz Kovalam

A truly enticing dual

4 night & 5 day package at ₹ 45000+ Tax



Whether by the Arabian Sea or by the Lake Ashtamudi, Lake & Beach Ecstasy Package is designed to overwhelm the guests with sheer happiness. With 5-star luxury and succulent multi-cuisines plus a set of aqua sports and other engaging activities, The Raviz provides the best holidays all year round.



The Raviz Ashtamudi



The Leela Raviz Kovalam

Special Inclusions:

- ◆ Traditional welcome
- ◆ Accommodation in Lake/Sea-view room
- ◆ Two way airport transfers and hotel to hotel transport
- ◆ Buffet breakfast, lunch and dinner
- ◆ Evening Hi-Tea
- ◆ Evening 45 minutes cruise in Lake Ashtamudi
- ◆ Rejuvenating wellness - 45 minutes spa treatment once during the stay for a couple
- ◆ Yoga & Meditation
- ◆ Cultural program/evening entertainment on alternate dates
- ◆ Activities: Water sports, kids play area, pool table, table tennis, outdoor sports activities

For reservations call : +91 7034016666 | +91 474 2751111

Email : reservations@theraviz.com

To reserve your personalized experience, visit www.theraviz.com or contact your preferred Travel Agent or Tour Operator.

The Raviz Resort & Spa Ashtamudi, Thevally PO, Kollam, Kerala, India



Raviz Hotels & Resorts



Indian food is Sun Siyam's priority

In order to cater to Indian guests in every way, Sun Siyam can not only offer vegetarian and Jain meals at all its properties but also has tailored packages for families that include free stay for 2 children under 15.



TT Bureau

Food is a number one priority for Indians travelling anywhere and the Sun Siyam Resorts understands this basic need; hence the addition of Indian cuisine to its properties. **Zulaikha Manik**, Executive Director, Sun Siyam Resorts, says, "Food tops our list apart from plenty of other things one can do at the resorts. The Sun Siyam Iru Fushi Maldives, our five-star luxury property, offers the largest selection in F&B including an Indian restaurant, Taste of India. Indian menu is available at the a la carte restaurants at all our properties. We see the demand and tailor our services to cater to the changing needs."

The idea was to maintain authenticity for its Indian guests. The presence of Indian chefs in all its properties has



Zulaikha Manik
Executive Director
Sun Siyam Resorts

garnered positive response not just from its Indian guests but from guests all over the world. "We know that food is an important element for Indians. We make sure that we have the ability to tailor special dietary requirements like Jain and vegetarian food for our Indian guests. Moreover, we have also introduced Indian-themed buffet once a week at restau-

rants in all our properties," Manik adds.

New properties

The group is also busy launching new properties this year. Its Sun Aqua Iru Veli will open in October 2018, a new concept for its high-end clients. The villas are decorated in a mix of tropical island style with a diverse modern infusion and state-of-the-art modern facilities. "The distinct property has five restaurants with bars that present a world of culinary choice. We also offer an Indian food menu for those who want to enjoy Indian dishes," Manik reveals.

Luxury aside, Sun Aqua Iru Veli will introduce private pools in all the rooms, which will total 125. However, the main highlight will be the Sun Aqua Signature meal plan, the most comprehensive premium all inclusive – from



champagne breakfast, dine around, daily shisha per room, selection of water sports and excursions.

The group will also make additions to its existing property – the Olhuveli Beach & Spa Maldives – which will get some new room categories and facilities in the last quarter of 2018. This will

include water villas with pools, additional service facilities, over water spa and a world-class MICE centre.

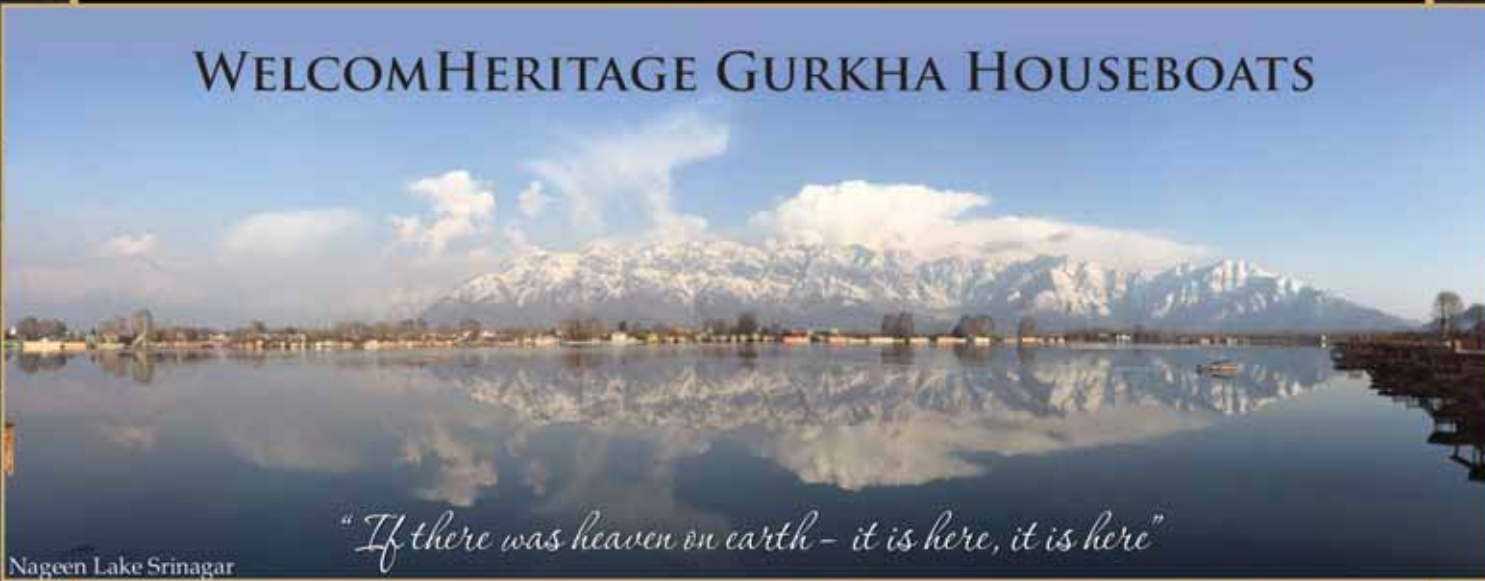
Manik adds, "Maldives is only a short flight away from India and is not merely a beach destination but a place for total relaxation. Guests can be pampered at the award-

winning spas at our properties. We offer treatments ranging from ayurveda to Balinese to Thai, all customised to suit the personal needs and choices of our guests. Our guests can enjoy a spa credit of USD 100 per person, per day for a holistic treatment of their choice, available under our Extreme All Inclusive plan." 



WelcomHeritage
Palaces • Forts • Havelis • Resorts


WELCOMHERITAGE GURKHA HOUSEBOATS




"If there was heaven on earth - it is here, it is here"

Nageen Lake Srinagar

Stay at an exquisite houseboat surrounded by sprawling meadows, rarest varieties of flowers, blue skies and snow capped mountains.





For reservations: Call on 011-46035500, 0194- 2421001 or Mail at holidays@welcomheritagehotels.in
Address : Opp. Nageen Club, Nageen Lake, Srinagar- 190001



EXPERIENCE SUBLIME TRANQUILLITY & MYSTICISM



Call: +91- 8010874874
+91- 8800455223

sales@essenceofnature.in
www.essenceofnature.in

Resort address:
Essence Of Nature Resort EoN Hills, **Midway**
Corbett - Ranikhet, Uttarakhand, INDIA

Amadeus brings ACUS to India

The launch of Amadeus Airport Common Use Service (ACUS) will mean airports in India can offer a futuristic, more efficient and convenient check-in service as the number of international and domestic travellers increases.



TT Bureau

Amadeus introduced the 'Airport Common Use Service' (ACUS) to key stakeholders in the Indian aviation industry at India's first Common Use Roundtable, an event hosted by Amadeus and Bird Group. Imagine being checked-in for your flight at the hotel or at your congress centre before you leave for the airport. These are just some of the options that Amadeus' ACUS offers to improve the way airports and airlines serve their passengers.

To mark the launch of ACUS in India, Amadeus and Bird Group recently held India's first Common Use Roundtable in Delhi. The event brought together India's senior airline and airport industry leaders to share insights, learnings and

create a vision for the future of Common Use in the country.

Sarah Samuel, Head of Airport IT—Asia Pacific, Amadeus says, "The rapid growth of passengers travelling in India means airports are under a lot of pressure. Now more than ever, they need to think differently to provide the service expected by consumers. The airport industry has advanced tremendously from the days of dedicated airline check-in desks towards a much more flexible and shared environment. Globally, we are now seeing airports ready to embrace change in order to maximise commercial and operational performance."

Samuel further mentioned, "Airlines are already running many critical applications that are centrally hosted



Sarah Samuel
Head of Airport IT—Asia Pacific
Amadeus

“Globally, we are now seeing airports ready to embrace change to maximise commercial and operational performance”



Rajesh Suri
Executive Vice President, Business
Development, Bird Group

“ACUS demonstrates our commitment to offer best-in-class solutions to partners in the Indian subcontinent”

senger numbers over the past decade as its citizens take advantage of better connectivity and cheaper fares. With this hike in travellers comes more congested airports. The architecture of Amadeus ACUS allows 'fixed' check-in counters to be rapidly redeployed anywhere within the terminal, and to 'off airport' locations, to enable the airport to access additional passenger capacity on demand to meet short notice or seasonal fluctuations.

Fast and easy to implement, with ACUS and an internet connection, passenger processing services can be easily extended to include off-airport locations such as hotels, exhibitions, convention centres, train stations and cruise liners. ACUS can be used on any device including laptops and relocatable devices. The adoption of ACUS will allow airports to eliminate costly on-site systems, lowering their operational expenses and minimising their environmental impact.

Airlines will also be able to reduce costs owing to centralised connectivity to airports and simplified passenger processing with offering new-generation, multiple choice, enhanced check-in services to its passengers. This will further enhance passenger experience.

Rajesh Suri, Executive Vice President, Business Development, Bird Group shared, "Airports and airlines around the

world are looking at how new technologies and solutions can improve passenger experience and operations throughout the airport. Behind the scenes and in front of the passenger, we are pleased to introduce ACUS to India. It is indeed a milestone moment for us as we demonstrate our commitment to offer best-in-class solutions to our business partners across the Indian subcontinent."

Not only does ACUS provide more flexibility in operations and reduced passenger processing costs for airlines, it also delivers substantial energy savings reducing the overall CO2 emissions of airports. Already implemented in over 30 destinations across the globe, ACUS is a highly competitive solution.

Key features of ACUS

- ➔ Application virtualisation technology
- ➔ Delivered via SaaS model, centrally hosted in a state-of-the-art data centre
- ➔ Based on secure network connectivity and 4G communications
- ➔ Connection to all airline Departure Control System & airport applications
- ➔ Complete end-to-end solution delivery
- ➔ Compatible with industry standards
- ➔ Energy saving

and accessible by their agents via the internet; we are now seeing the airport industry follow this trend with Amadeus ACUS. Our platform has enabled the airport ecosystem to use its resources more intelligently, ultimately improving the passenger experience and taking the next step towards becoming the airport of the future. We look forward to working with airports in India and establishing a place for ACUS in the market place."

India has experienced a six-fold increase in air pas-

In-flight Wi-Fi could be game changer in business travel



■ FCM Travel Solutions and KPMG's recent whitepaper titled 'The Digi-Smart Indian Business Traveller' forecasts that Indian travellers have higher inclination towards in-flight Wi-Fi as compared to travellers from other countries, according to a survey by Inmarsat. With current nil penetration and high demand amongst Indian travellers, in-flight Wi-Fi can be a potential game changer in enhancing business traveller experience considering that fliers are potentially willing to shift travel experiences for onboard Wi-Fi. For business travellers, the need for seamless connectivity makes them natural users of these services. While the use of in-flight Wi-Fi should be encouraged, it is necessary to consider various factors including aircraft upgrade requirements, connectivity speed and quality, cybersecurity concerns, etc.

Era invites you for your dose of vitamin sea in Goa

TO KNOW MORE
E: info@erahotels.com
www.erahotels.com

Managed by

Innovative & innstant solutions

Innstant Travel aims to provide the best travel booking experience to its clients. A leading global provider of wholesale travel products and services, the company offers innovative solutions to increase sales and profits.



TT Bureau

With a client base of over 26,000 travel agencies and tour operators worldwide, Innstant Travel services travel professionals in over 100 source markets. "We have three main business units - wholesale, travel technology, and a hotel property and system management division. In terms of opportunity in the Indian market, we see that all three of them have a good proposition," says Darryl Ismail, Director, Innstant Group.

With a 400 per cent revenue increase from India in a year, Innstant Travel is gaining popularity. "We have over 500 Indian agents already using the system and this list is growing. We are working on introducing more solutions



and getting more agents to work with us," says Gagan Kakkar, Country Head—India, Innstant Travel. Committed to the Indian market and seeing it as a competitive market to do business, Innstant group

is confident that India will be amongst its top three markets with the fullness of time.

Innstant Travel offers travel professionals a state-of-the-art booking engine and

tools needed to stay ahead in today's fast-paced and competitive travel industry. "Our wholesale division, which is Innstant Travel, we have 300,000 hotels worldwide and in addition to that we are now adding 128,000 apartments worldwide. Our port-

Innstant Travel offers travel professionals a state-of-the-art booking engine and tools needed to stay ahead in today's fast-paced and competitive travel industry

folio is comprehensive and we even offer same day availability. We contract different room types, from standard rooms to penthouse suites," adds Ismail.

Staying ahead of the game and being unique, "our differentiator is the pricing

mechanisms we use. Firstly, we have a lot of direct connect agreements, which means we are connecting directly with the hotel chains assuring quality and real-time inventory. The other factor setting up apart is our clever application of technology. We have

ing to the new price and save costs", Ismail elaborates.

In addition, the company offers other features especially designed for the travel professional, making life easier and simultaneously providing great service in an instant!

Innstants USPs

➔ The company has a lot of direct connect agreements, which means we are connecting directly with the hotel chains assuring quality and real-time inventory

➔ With the clever application of technology, the company has created new products such as the price drop alert. The system sends an alert whenever the price drops

Instant TRAVEL

The World in an Innstant B2B Worldwide Travel & Technology Provider

- ✓ 300,000+ properties worldwide
- ✓ 45,000+ tours & attractions
- ✓ 20,000+ events, sports, shows & concert tickets
- ✓ 33,000+ transfers & car hire locations
- ✓ 1000's of apartments, chateaux & luxury villas

Real
24/7
Support

FREE REGISTRATION

Simple 2-step booking process • Global content - same day availability • 24/7 multilingual support including live chat
Hotel/Room comparison feature • Smart Agent - price drop notification tool • Cancellation Protection
Loyalty Program - the more you book, the more you earn

For more information contact Gagan Kakkar: gk@innstanttravel.com
www.Innstant.Travel

J&K comeback on tourism map

Sarmad Hafeez (IAS), Secretary, Tourism, Jammu & Kashmir, hopes that tourism is going to revive in the state post the TAAI convention, coupled with the increased promotions and investments in tourism infrastructure, along with organisation of roadshows in major Indian cities.



TT Bureau

TAAI convention

The recently-concluded TAAI Convention in Srinagar instilled hope in J&K to revive its tourism. Agreed Sarmad Hafeez, saying, "It was after more than 30 years that TAAI came back to Kashmir with one of the biggest gatherings. When travel agents come and visit the state, they can see how stunning and beautiful it is. This convention has given them a chance to experience the hospitality of Kashmir first-hand."

New initiatives

Hafeez insisted that they are taking multiple initiatives to promote the tourism offerings of J&K. "We have already held a few roadshows in major cities and are inviting people from different states to come and experience the state. We



Sarmad Hafeez
(IAS), Secretary
Tourism, Jammu & Kashmir

are also running an advertisement campaign and simultaneously trying to improve our infrastructure. Even during our low time when fewer people were visiting Kashmir, we introspected and tried to figure out ways to improve the scenario in the state. Today, the infrastructure has improved considerably as many national

hotel chains have been introduced in Kashmir like Taj, Lalit, Sheraton, Meridien, ITC, Khyber, etc," added Hafeez.

Way forward

The Secretary shared that under the Prime Minister Development Fund, Jammu & Kashmir received a special package of `2000 crore, es-

pecially for tourism. "Every year we will be getting about `400 crores for several initiatives we are undertaking. We are building conference centres for MiCE tourism, creating roadside facilities, in-

“Every year we will get about `400 crores for various initiatives. We are building conference centres for MiCE, creating roadside facilities & infrastructure in adventure tourism under the Himalayan circuit”

pecially for tourism. "Every year we will be getting about `400 crores for several initiatives we are undertaking. We are building conference centres for MiCE tourism, creating roadside facilities, in-

frastructure in adventure tourism and eco-tourism under the Himalayan circuit. We have an opportunity for pilgrim tourism and hence we are developing some pilgrim sites. Our heritage dates back to 1000 years and we have to preserve and work towards that. Apart from tourism, we are focusing on horticulture like cultivation of

state offers some of the best golf courses for golf lovers.

Busting the myth

Despite so many efforts, there are many countries, including the United States of America, which have taken out travel advisories against visiting Kashmir. Hafeez said, "We are working with the embassies of such countries and as things improve I am sure some of these countries would lift these advisories. In fact, some of them have already shown interest in the same, because Kashmir is a safe place to travel. In fact, National Crime Bureau's records clearly show that there has been no attack and crime against a tourist in the last two years. We have even received positive feedback from women travellers. Hence, we are hopeful that these advisories will be lifted

as we will be able to move in the right direction."

Hafeez said that the interest in Kashmir is increasing. "The number of arrivals is higher than last year. The bookings for travel agents are already looking good. We are expecting a few more conventions as well. We are in talks to do a FICCI all women convention here, with around 200 women. I believe that by creating good activity and buzz here, we will be able to improve the numbers as well," he added.

Rising Kashmir

➔ The state is also focusing on horticulture like cultivation of almonds, apples, cherries and strawberries

World Talk

The following regular column provides you a brief update on world events and how they impact the tourism sector.



Canada

Charlevoix, Canada – Local leaders are expecting the \$600m price-tag of hosting the G7 summit will help them showcase the cultural, tourism and economic diversity of Canada's Quebec region.

Hawaii, USA

The eruption of Kilauea Volcano has inspired a new breed of adventure tourism. Lava tourists are flocking to the volcano to catch glimpses of the orange rivers.

Colombia

As the country holds its first election after the historic peace deal between the government and the FARC, could this be a start of increased tourism to South America? Experts are hoping the recent peace treaty will help attract tourists.

Sydney, Australia

A 12-year-old boy decided to take matters into his own hands when informed by his parents that they won't be going on holiday this year. Drew, used his parents credit cards to make flight and hotel bookings to Bali online (researching that airlines allow 12-year-olds to fly unaccompanied). Could this be the start of a new tourism trend?

Tawa Madhai

A Trip to Serene Land

The Perfect Blend of Adventure & Leisure For You

Who doesn't wish to take a break from the routine and escape in the lap of nature? This is what you can experience at the charming Tawa and Madhai located at the entrance of Satpura National Park which takes you on a peaceful journey amidst lush greenery and pleasant ambience. Adjoined with Pachmarhi and Bori Sanctuaries providing a glimpse of unique central Indian ecosystem, Tawa and Madhai are the perfect vacation destination.

Tawa



The Tawa Dam & Reservoir offers a scenic escape from the hustle bustle of city life. Situated in the lap of the luscious Satpura National Park, the Tawa Dam & Reservoir is the ideal monsoon getaway. The Tawa River is the longest tributary of the Narmada and provides a picturesque and pristine view for sore eyes. Sunsets viewed from the dam are especially captivating. Even more enchanting is the lake cruise, which takes you on a serene hour-long ride along the dreamy little islands dotting the reservoir and the panoramic hills of the Satpura to Churna. Here you can indulge in a jungle safari at the Satpura Tiger Reserve.

Charming Tawa Madhai PLACES OF INTEREST

- Tawa Churna Cruise Safari
- Satpura National Park
- Backwater Cruises
- Bird Watching
- Reservoir Boat Club

Madhai is gateway to the most exquisite and beautiful forests in India - Satpura. Located amidst sprawling forests, shimmering backwaters, rich wildlife, under a sky full of twinkling stars, where the air is crisp and clean, Madhai is a balm to your soul. Few places in the world can compete with its raw wilderness, absolute tranquility and the air of mystique. It delights you with its rich wildlife, sprawling meadows, unending backwaters and spell-binding views that leave you awestruck and get you to be completely in sync with the magic of nature.

Allow Madhai to mesmerize you with its natural beauty, the river Denwa and surreal sunsets that are a riot of colors. The peaceful silence here, speaks volumes to your soul.

Madhai



Nearby Destinations

Serene Pachmarhi – 113 Km

Pachmarhi popularly known as 'Satpura ki Rani' (Queen of Satpura) sits beautifully, embellished by nature and history, amidst the Satpura range.

Begum's Bhopal – 121 Km

Bhopal also called as the city of lakes offers a beautiful amalgamation of old and new world, which overlook the lakes and the old city beyond.

Getting There



Reaching by Air

The nearest airports to Tawa and Madhai are Bhopal (120 km) and Jabalpur (270 km) and Nagpur (270 km).



Reaching by Rail

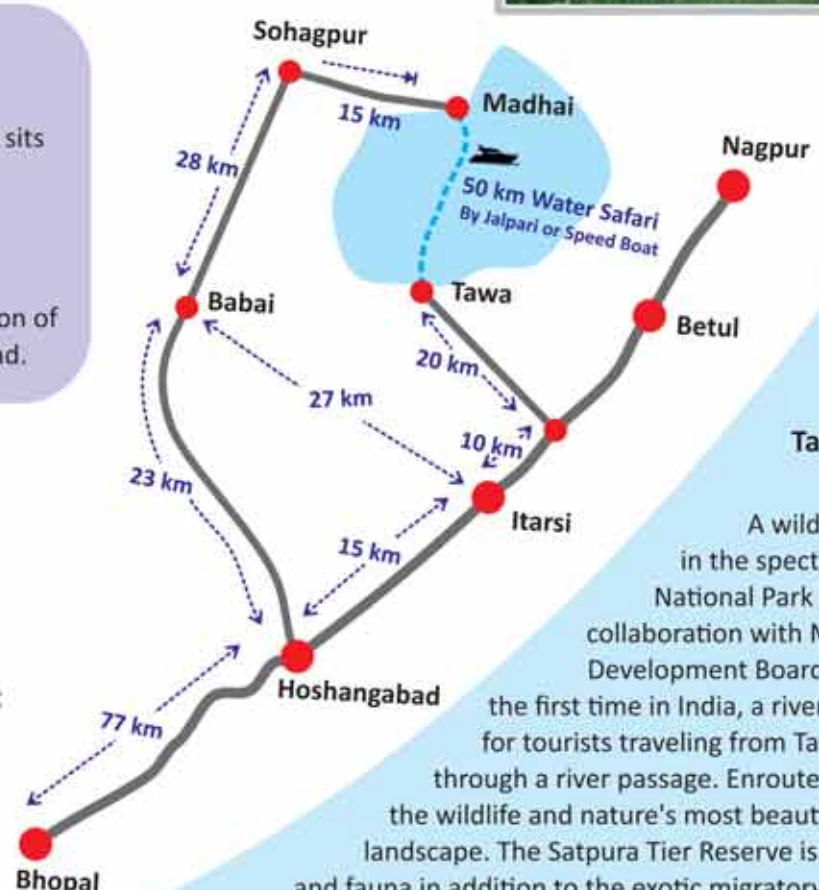
TAWA - Itarsi railway station is 33 km and is the biggest junction of Central India. While Bhopal is 120 km away.

MADHAI - Sohagpur is the nearest railway station and is well connected to Itarsi, Bhopal and Jabalpur.



Reaching by Road

Regular bus/cab services are available from Bhopal (120 km), Indore (270 km) and Nagpur (270 km).



Tawa – Madhai (Mini cruise)

A wildlife river safari in the spectacular Satpura National Park MP Tourism in collaboration with MP Ecotourism Development Board is offering for the first time in India, a river wildlife safari for tourists traveling from Tawa to Madhai, through a river passage. Enroute, one can view the wildlife and nature's most beautiful panoramic landscape. The Satpura Tiger Reserve is rich with flora and fauna in addition to the exotic migratory birds. It takes approximately 2 hours to travel across the passage on 'Jalpari' (A mini cruise boat) which can hold up to 10 persons. Also available is a speed boat which takes approximately 1 hour and can hold up to 5 persons.

Amadeus to ease airport woes

To mark the launch of 'Airport Common Use Service' (ACUS) in India, Amadeus and Bird Group recently held India's first Common Use Roundtable in Delhi. The event brought together India's senior airline and airport industry leaders to share insights, learnings and create a vision for the future of Common Use in the country.





KEEP EXPLORING THE WORLD

Travel to Asia and Europe with Best Airline in Central Asia and India, whilst enjoying our award-winning service. Take advantage of Kazakhstan's 72-hours visa-free program and stopover in Almaty or Astana from just US\$1.*

includes 4 hotel accommodation, transfers and breakfast

📞 (011) 41521425/23711225

✉ del.sales@airastana.com



airastana.com



SKYTRAX AIRLINE
AWARDS WINNER
2012-2017



TRAVELLERS' CHOICE
REGIONAL AIRLINE
- ASIA

Smooth passenger movement



Tiered cities at GTM

At the recently-held Germany Travel Mart (GTM) 2018 in Dresden, a delegation of Indian agents and media explored Destination Germany and met suppliers from around the country.



Nisha Verma

The 2018 edition of GTM witnessed a big delegation from India, held at the scenic historical city of Dresden in Germany. Romit Theophilus, Director, German National Tourist Office (GNTO), India, said, "Since GTM is held in a different city every year, it gives participants an opportunity to experience a diverse region and its culture. The charming city of Dresden falls in the eastern state of Saxony." Next year, GTM will be held from May 12-14 in Wiesbaden.

He claimed that the interest of Indian travel agents is ever-growing for GTM. "The platform provides operators with an opportunity to have one-on-one interactions, with suppliers they would work closely with, in the coming years. This year too, we saw an enthusiastic participa-

tion from the trade, especially from Tier-II and Tier-III cities in India," he said.

Theophilus further added that the exhibition is perfect for operators looking at broadening their horizons and exploring beyond the traditional itineraries. "The event allows tour operators to meet new suppliers and helps them get updated on the latest offerings and attractions. Further, with the operators meeting DMCs

we have seen a shift in travellers' perception of Destination Germany. While our trade and business statistics continue to grow steadily, we have witnessed a surge in number of travellers visiting the country for leisure. With our focus on theme-based marketing, our core theme for 2018, - 'Culinary Germany', lays stress on the diverse and rich culinary heritage of the country as well as the niche and upcoming

"Germany Travel Mart allows tour operators to meet new suppliers and helps them get updated on the latest offerings and attractions. With the operators meeting DMCs and other suppliers face-to-face, this platform helps operators build on their existing trade relations"

and other suppliers face-to-face, this platform helps operators build on their existing trade relations translating into better business."

Later, GNTO India works towards materialising these meetings into business with agents. "At GNTO India, post GTM, we act as a liaison office for the suppliers and buyers to stay connected, and build on mutually beneficial business opportunities," claimed Theophilus.

This year, the Indian contingent consisted of 11 members from the travel trade, and Theophilus said that the size of Indian delegates along with the media has remained constant over the years. "This indicates the unwavering interest and support of the Indian trade in destination Germany," he added.

GNTO India will now be focusing on promoting the latest global theme in the country. "Over the years,

modern trends on the subject," he informed.

Another focus area for Theophilus would be to tap the wedding market in India. "Germany has a plethora of unique and picturesque locales that are ideal for a destination wedding. Add to this, excellent value for money and the destination stands out as a top contender for this segment. In the coming years, we hope to work closely with trade partners looking at promoting this segment for their clients," he shared.

Theophilus revealed, "Until February 2018, Germany witnessed 1,15,968 visitor overnights from India, a 7 per cent increase over the same period last year. Conservatively speaking, we hope to achieve a 5-8 per cent growth in visitor overnights in 2018."

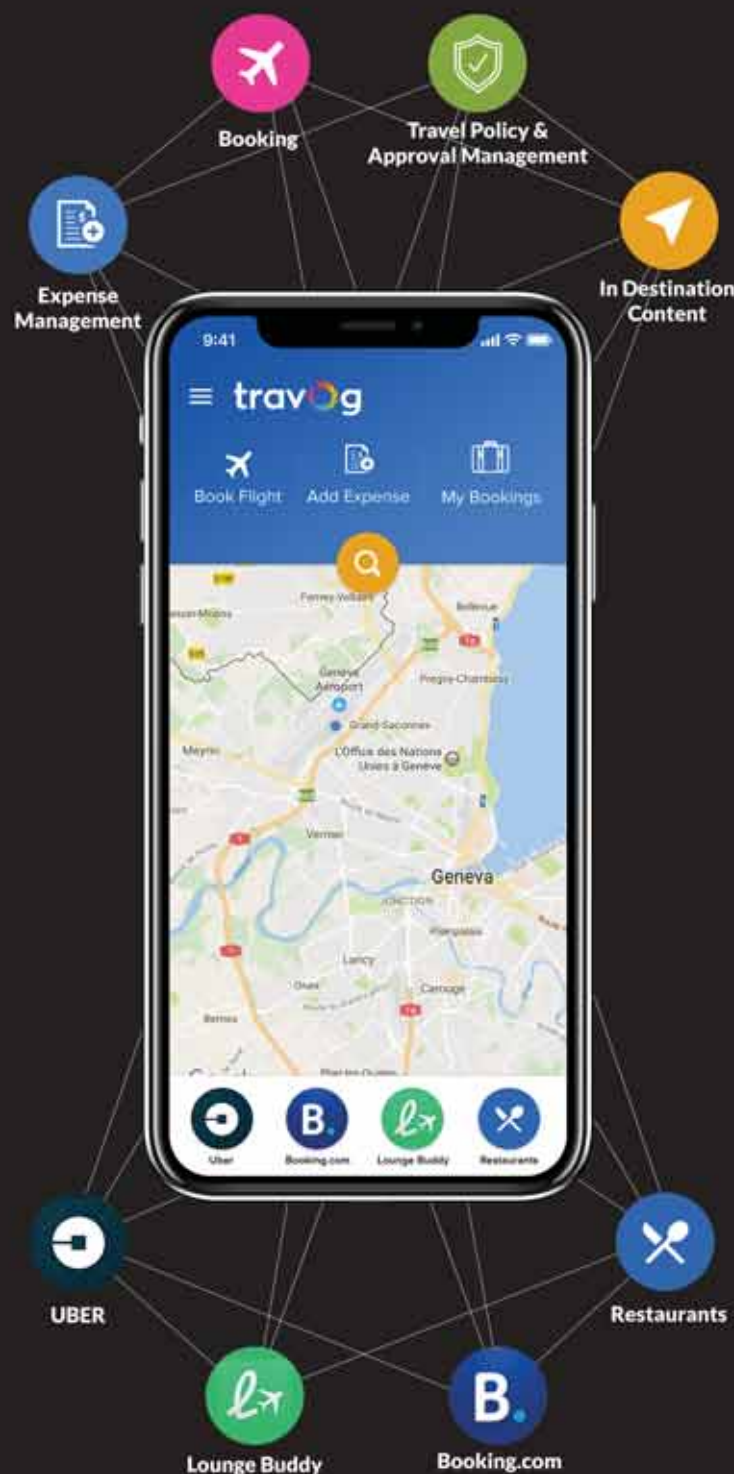
Focus Areas

✚ Apart from emphasising on the diverse and rich culinary heritage of the country, another focus area for GNTO India would be to tap the wedding market in the country

✚ Germany has a plethora of unique and picturesque locales that are ideal for a destination wedding

QuadLabs
Software for Growth™

Introducing Universal Travel App



Download **travog** APP today



GET IT ON
Google Play



Download on the
App Store

For any enquiry contact us at:

INDIA: +91 124 663 6970 | BRAZIL: +55 11 2847 4959

UAE: +971 544 43 3909

Skype: sales.quadlabs | Email: info@quadlabs.com

Web: www.QuadLabs.com

WORLDWIDE LOCATIONS: INDIA BRAZIL UAE

Southern stalwarts bask in the

The fifth edition of India Travel Awards–South was recently held at Clarks Exotica Convention Resort and Spa, Bengaluru amidst the presence of stalwarts of the travel and tourism industry. Recognising the efforts of regional industry players in tourism and hospitality, the awardees are selected based on a non-biased system of voting.



sun at India Travel Awards



EVENT TALK

JUNE 2018

IATA AGM 2018	Sydney, Australia	3-5
International Travel Roadshow (ITR)	Delhi	12
International Travel Roadshow (ITR)	Kolkata	13
International Travel Roadshow (ITR)	Pune	15
International Travel Roadshow (ITR)	Hyderabad	16
International Travel Roadshow (ITR)	Kochi	19
International Yoga Day	India	21
Israel Tourism Roadshow	Nashik	21
Skål Asian Region Congress	Macau	21-24
TCEB MiCE Roadshow	Indore	25
Amazing Thailand Wedding Roadshow	Indore	25
Amazing Thailand Wedding Roadshow	Chennai	27
PATA India Chapter Update & Outlook Meeting	Delhi	27
TCEB MiCE Roadshow	Chennai	27
HRAWI Convention	Sri Lanka	27-30
Telangana Tourism Conclave-2018	Hyderabad	28-30
India International Travel Exhibition (IITE)	Raipur	29-Jul 1

JULY 2018

Hotel Operations Summit India 2018	Delhi	2
TCEB MiCE Roadshow	Bengaluru	3
TCEB MiCE Roadshow	Mumbai	5
GPS	Chandigarh	5-7
TTF	Kolkata	6-8
Travel Wedding Show	Jaipur	7-8
Kiwi Link India	Mumbai	9-10
Tourism New Zealand Frontline Training	Bengaluru	12
GPS	Ahmedabad	12-14
Tourism New Zealand Frontline Training	Delhi	13
TTF	Hyderabad	13-14
Singapore Tourism Roadshow	Trichy	16
Singapore Tourism Roadshow	Ludhiana	16
ACTE Global Summit	Singapore	17-18
Singapore Tourism Roadshow	Lucknow	18
Singapore Tourism Roadshow	Coimbatore	18
GPS	Lucknow	19-21
Singapore Tourism Roadshow	Kochi	20
Singapore Tourism Roadshow	Kolkata	20
Singapore Tourism Roadshow	Surat	24
Focus Philippines	Goa	25-28
Singapore Tourism Roadshow	Visakhapatnam	26
IITM	Bengaluru	27-29
UNICEF Adventure Expo	Noida	28-29

AUGUST 2018

GPS	Kolkata	2-4
IITM	Chennai	3-5
India International Travel Exhibition (IITE)	Indore	3-5
Tourism Fiji Roadshow	Mumbai	6-7
Tourism Fiji Roadshow	Kolkata	8
Tourism Fiji Roadshow	Delhi	9
Tourism Fiji Roadshow	Chandigarh	10
GPS	Kochi	9-11
OTOAI Convention	Cape Town	11-14

For more information, contact us at: talk@ddppl.com

ADTOI for Northeast chapters

The Association of Domestic Tour Operators of India is keen on Northeast chapters. **PP Khanna**, President, speaks about border tourism, women empowerment and skill management programme.



TT Bureau

QWhat is your opinion about the new Punjab, Haryana and Chandigarh chapters?

This is our ninth chapter and our motive is to promote Haryana and Chandigarh in terms of farm tourism, village tourism, highway tourism, golf tourism, ecotourism and adventure tourism. We wanted to convey the message to tourism ministries of Punjab and Haryana that there is a potential, which is not being explored. For example, the partition museum which was opened last year is not promoted enough. We have to work with agents in these states and union territories.

QAre any new chapters in the offing?

We are thinking of opening chapters in northeast states and are working with the local agents there to study how it can

be done. In the south, we have chapters in Andhra Pradesh and Kerala with quite a good number of members. We are expecting more travel agents to join the association.

QWhat is ADTOI's next agenda?

We have our new website which is dynamic, and we have asked our members to mention their professional skills so that their expertise can be understood for tasks to be assigned accordingly. For example, if a person has sound knowledge about Kerala, and if somebody else is good with Andhra Pradesh, they can be deployed appropriately. The website is also connected with the Ministry of Tourism, Government of India and the state tourism departments.

QHow is ADTOI working towards skill management programme?

We are in touch with



PP Khanna
President
ADTOI

various state tourism bodies to start a training programme so that members get to know where a product can be sold. We also plan to work with institutions who can train our members to interact with tourists. With a lot of competition in the industry, we have to make sure that tourists are given accurate information, and don't go to others for services with cheap prices.

QAfter assuming charge as President, do you think you were able to succeed your agenda?

My main agenda was to have a committee of Research and Development. We have a Chairman for this wing and have come up with the idea of border tourism. Our chairman has already made four to five visits to Kargil to work on it. Women empowerment is another area where we are focusing. We have appointed one female personnel to work on how women can work in the tourism industry. We have also held roadshows and women-farm trips.

QWhen is the next ADTOI elections scheduled?

We have our current term till August this year. The new election date has not been finalised. It may take place in June or mid-June.

DDP Game Changer Ajeet Bajaj along with daughter scales Mt Everest

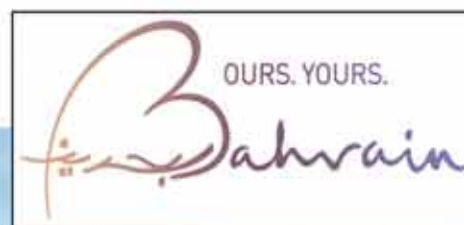


Ajeet Bajaj from Skål International Delhi recently summited Mt Everest with his daughter and unfurled the Indian flag on its peak. They created history by being the first father-daughter duo to have climbed the highest peak together. "Unfurling the Indian tricolour on the summit of Mt Everest with my daughter Diya was one of the proudest and most emotional moments of my life," said Bajaj while speaking of his feat. Skål Delhi and all the members joined together to send congratulation messages to this dynamic duo for their fantastic achievement.





Rez b2b
B2B Venture by CTRIP®



Discover Ours, Yours **Kingdom of Bahrain**

When tradition and modern trends meet, the results can be mesmerizing.
Venture deep into the cultural and historical heart of Bahrain
and catch a glimpse of its future.

ULTIMATE BAHRAIN



For Bahrain Packages Call Us at +91-124-4705300 or Write to Us at bookings@travstarz.com

TRAVSTARZ GLOBAL GROUP

B2B Venture by CTRIP®

GLOBAL CORPORATE OFFICE:- 303 & 304, Vipul Agora, MG Road, Sector 28, Gurugram - 122002(Haryana)

INDIA OFFICES:- New Delhi | Mumbai | Ahmedabad | Bengaluru | INTERNATIONAL OFFICES:- Mauritius | Thailand | UAE | Hong Kong USA | China | Azerbaijan

TRAVSTARZ DMC

GLOBAL B2B RESERVATION SYSTEM



Park Ocean
Experience the difference with every comfort of today at Hotel Park Ocean.

www.hotelparkocean.com

Hotel Park Ocean
A-4, Opposite Bhawani Niketan School,
Sikar Road, Jaipur Rajasthan (India)
T: 0141-2337787 | M: +91 9783077755
E: reservation@hotelparkocean.com,
sales@hotelparkocean.com



WE'RE HIRING

Telesales Representatives

Position: 03
Location: Delhi

We are looking for enthusiastic Telesales Representatives to contribute in generating sales for our company.

Job Specifications

- Must be an excellent communicator.
- Should be graduate from Delhi University.
- Minimum experience - 2 to 3 years.

For more details please email:
hr@ddppl.com



एस बी यू : ट्रेवल & वेकेशंस
SBU: Travel & Vacations

निर्धारित अवधि के आधार पर रक्ति
Position on Fixed Term Contract Basis

क्षेत्रीय बिक्री प्रमुख - पश्चिमी क्षेत्र
1 पद - मुंबई

Regional Sales Head - Western Region
1 Position in Mumbai

अधिक जानकारी एवं आवेदन करने हेतु कृपया
<http://www.balmerlawrie.com/pages/currentopening>
पर लॉग इन कर के careers पेज पर जायें।

For details & to apply, log-on to Careers at
<http://www.balmerlawrie.com/pages/currentopening>

आवेदन जमा करने की अंतिम तिथि: 15 जून, 2018
Last Date for Submission of Applications: 15 June, 2018

बाल्मर लॉरी एण्ड कंपनी लिमिटेड
(बाल्मर लॉरी एण्ड कंपनी लिमिटेड)
Balmer Lawrie & Co Ltd.
(A Government of India Enterprise)
(A Mini Ratna - I PSE)

रजि. कार. 21, पुन. पुन. रोड, कोलकाता - 700001
Regd. Office: 21, N. S. Road, Kolkata - 700001
सो. आई. एन./CIN: L15492WB1924GOI004835
वेबसाइट/Website: www.balmerlawrie.com
फोन/Phone: 022-61983377, ईमेल/Email: hr@vacationsexotica.com



NewLeaf Hotels
HOTELS RESORTS & SERVICE APARTMENTS

NewLeaf Hotels
Viman Nagar, Pune | +91-20-41483300
www.newleafhotels.com

the business travel magazine

MiCEtalk

Meetings • Incentives • Conferences • Events

With the Indian corporate world opening up to new experiences in terms of meetings and conventions, MiCEtalk gets talking on the finest ideas in business travel. Innovative, magnificent, spectacular are some of the superlatives that these exploits attract. Intended as a guide for business travellers, MiCEtalk is a testimony to how prominent a place India is coming to occupy on the MICE map.

India's First & ONLY MICE magazine



India's foremost inbound magazine
MiCEtalk
India's foremost outbound magazine
MiCEtalk

Turkey concludes ACE OF MICE
IT&CM CHINA gathers a crowd
MICE is focus for the PHILIPPINES
MANILA MANDALAY SINGAPORE allures MICE

MICE UNITES THE WORLD

the electronic version is read by over

6,00,000 readers

Business Travel gets a Makeover...

Each month

34,500 copies of MiCEtalk go out to corporates, MICE agents, PCO's, DMC's and other MICE organisers

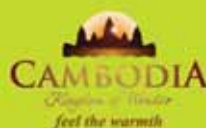
For further details, please contact:
Delhi:
neeraj.kaira@ddppl.com, +91 96509 11399
Mumbai:
harshal@ddppl.com, +91 96194 99167
priyanshu@ddppl.com, +91 96194 99170

DDP PUBLICATIONS PRIVATE LIMITED
CIN: U52710DL2015PTC04432

Lac Hong Voyages

Vietnam - Indochina

- Tour Operator - Wholesaler - B2B XML
- Inbound • Outbound • Air Ticketing • Train
- Fit & Group • Land Tours Arrangements
- Coaches • Sightseeing • Cruises
- Adventures Overland Packages
- Hotel & Resort Rooms Booking
- Domestic & Incentive Travel
- DMC • Corporate • M.I.C.E



Lac Hong Voyages

89 Cong Hoa Str, Ward 4, Tan Binh Dist
Ho Chi Minh City, Vietnam
Tel: 84 28 3948 3270 - Fax: 84 28 3948 3276
Email: lhv@lachonggo.com, lahovidu@gmail.com
Website: www.LacHongVoyages.com
www.LacHongGo.com



Central Asia Guided Tours Pvt. Ltd.

Destination Experts to Eurasia

**ARMENIA | AZERBAIJAN
GEORGIA | KAZAKHSTAN
KYRGYZSTAN | RUSSIA
SERBIA | TAJIKISTAN
UKRAINE | UZBEKISTAN**



**FIT | Groups | Leisure
MICE | Honeymoon
Weddings & Events**

Central Asia Guided Tours Pvt. Ltd.

Office: B-48b, 1st Floor,
Kalkaji, New Delhi-110019, India
Tel: +91-11-41827900/10/20

Email: info@centralasiaguidedtours.com
Website: www.centralasiaguidedtours.com

THE ALLURE

a boutique hotel

(A Unit of Clark International)



R-57, Greater Kailash, Part-1,
New Delhi-110048 (INDIA)

T: +91-11-48184818

F: +91-11-48184800,

M: +91-9811023375

E: info@theallurehotel.com

www.theallurehotel.com

A Boutique Hotel



Clark International
NEW DELHI



Saraswati Marg, Karol Bagh,
New Delhi-110005 (India)

T: +91-11-4500 5500

F: +91-11+2575 6551

E: info@hotelclarkindia.com

www.hotelclarkindia.com

**24 Hours Reservation:
+91-98110 23375**

The St Regis, Mumbai

Mumbai

The St Regis Mumbai has announced the appointment of **Saurabh Dube** as Director of Sales and Marketing. Dube brings over 14 years of rich experience in the realm of Business Development and Sales and Marketing within the luxury segment and hospitality industry. He will lead the dynamic sales team of the hotel, creating and overseeing revenue plans and surpassing targets. Dube has been associated with leading international and Indian hotel chains where he has successfully helmed the sales and business development teams, leading them to achieve both business growth and market dominance within the respective competitive markets.



Seoul Tourism Organisation

Seoul

Jae-sung Rhee, former Executive Vice President of Korea Tourism Organisation, has been appointed to become the first President and CEO of Seoul Tourism Organisation. He worked at the Korea Tourism Organisation for 33 years from 1985 to 2017 and held the position of director in every department within the organisation. With his hands-on experience and expertise, leadership abilities and global sensibility, Rhee is regarded as an expert in the field of tourism. President Rhee joined the Seoul Tourism Organisation as it officially relaunched under a different legal status, after it was restructured from a government-invested corporation into a government-funded foundation.



Marriott International

Bengaluru

Marriott International has recently appointed **Pranay Verdia** as Multi Property General Manager for Courtyard by Marriott Bengaluru Outer Ring Road, Fairfield by Marriott Bengaluru Outer Ring Road and Fairfield by Marriott Bengaluru Rajajinagar. With over 19 years of experience in hospitality, Verdia has been associated with various properties of Marriott International across India. Prior to this, he has worked at Four Season Hotel Mumbai and Park Hyatt Goa Resort and Spa in different roles. He joined the Marriott family in 2000 at Renaissance Mumbai Hotel & Convention Centre and Marriott Executive Apartments.



The Westin Gurgaon, New Delhi

NCR

Rahul Puri has been appointed as the General Manager at The Westin Gurgaon, New Delhi. With 20 years of international expertise, Puri will now focus on the overall operations at the property, drive hotel performance, guest satisfaction, diversify Food and Beverage experiences, focus on strong brand positioning of the hotel while creating a positive workforce environment. He joined Marriott International in 2005 at Sheraton Hongkong Hotel and Tower and then transitioned into the role of Area Director for Revenue Strategy for India, Australia and Malaysia in 2011, which culminated into his most recent assignment as Senior Area Director of Revenue Strategy—South Asia.



Courtyard by Marriott Raipur

Raipur

Rajneesh Kumar has been designated as the General Manager at Courtyard by Marriott Raipur. He brings to the table his vast repertoire of running and managing successful hotels and has an extensive experience of almost 14 years in the hospitality industry. Spearheading one of the finest five-star deluxe hotels in Chhattisgarh, Kumar is responsible for the associates' elicit performance, culminating fine guest experience and achieving vision of the hotel. He is committed to provide strategic leadership expertise that ensures effective and efficient overall management at the hotel. Prior to this, Kumar was Director of Operations at Jaipur Marriott Hotel.



Indore Marriott Hotel

Indore

Indore Marriott Hotel has appointed **Devesh Rawat** as its new General Manager. His role includes overseeing all departments, managing the commercial and operational performance of the hotel, ensure full compliance to hotel operating controls, SOPs, policies, procedures and service standards and safeguarding the quality of operations. Rawat brings in 18 years of rich experience of working with luxury hotels and resorts. Throughout his career, he proved to be one of the strongest pillars of the F&B industry as he simultaneously won many awards and accolades year-on-year.



Azaya Beach Resort Goa

Goa

Azaya Beach Resort Goa has named **Rajesh KR Gupta** as the General Manager. In his new role, he will be responsible for offering guests hospitality and personalised services. An industry veteran with over two decades in the hospitality industry, Gupta brings with him an experience of pre-opening and expertise in revenue analysis, yield management and sales and marketing. Prior to this, Gupta worked with Orchid Ecotel Hotel Pune in the capacity of General Manager, where he was in charge of overseeing the transformation for the hotel. His career also boasts of a successful stint at The Orchid Mumbai as General Manager to eventually leading the team as Vice President—Operations.



Novotel Goa Dona Sylvia Resort

Goa

Vishal Khosla, General Manager of Novotel Goa Dona Sylvia Resort, brings over two decades of hospitality and management experience to his new role. Khosla is responsible for spearheading operations at the beach resort, and ensuring growth with innovative strategies. His strong team building skills, expert approach towards business development, comprehensive knowledge of international standard service procedures and a resilient background in hospitality, provides strategic and tactical depth to the hotel. He brings international experience spanning the UK, UAE and India. Khosla holds a MBA in Marketing Management.



The Small Maldives Island Co

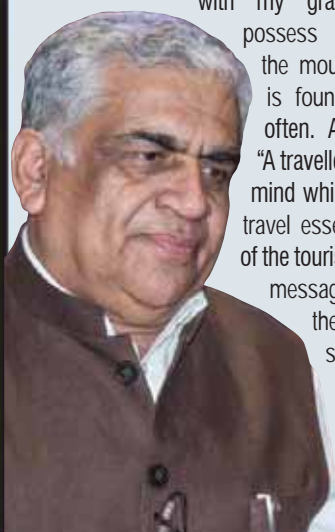
Maldives

Tanushree Joshi has been appointed as Sales Manager of The Small Maldives Island Co for the India market. She comes with a wealth of experience and has been associated with tourism boards and luxury hotel chains in her 13 years of experience with the hospitality industry. In her current role, Joshi will spearhead Sales & Marketing for three resorts - Huvafen Fushi, Amilla Fushi and Finolhu. She is not a new face to Maldives as she has previously worked with Sun Siyam hotels.



TALKing People

Swadesh Kumar, President, Adventure Tour Operators Association of India, believes in living life to the fullest. He says, "Whenever I get free time, I love to spend it with my grandchildren." Kumar possess immense love for the mountains and thus, he is found in the hills most often. According to Kumar, "A traveller must have an open mind while travelling; that is a travel essential." As a veteran of the tourism industry, Kumar's message for newcomers in the industry is that one should work honestly and to the best of one's abilities.



Hugh Aitken, Senior Director—Strategic Partnerships, Skyscanner, spends his free time travelling with family. "India is very close to my heart. I would love to travel to more parts of India, New York and San Francisco," says Aitken. The destinations on his bucket list include Switzerland and Scandinavia. Addressing the the tourism aspirants, Aitken opines, "I request the new joiners to see this industry as a career and not as a stop or wait for something else."



Runeep Sangha, Executive Director, PATA India Chapter believes in finding happiness in work. Sangha loves to explore South America, Greece and South Africa. His advice to newcomers in the industry is, "Work, read and explore to become a subject matter expert. Always think from the customer's point of view. Customer loyalty delivers revenue and eventually profits."





Carnivale of Stars

Mar 15
to
Sep 2

Come and join Mickey and friends for a fantastic Carnivale and be dazzled by the brand new shows! There is no better place than Hong Kong Disneyland Resort for you and your beloved to enjoy seasonal experiences and wonderful entertainment all day and night.

3D/2N Hong Kong Disneyland Package

USD 385
per person

- ✓ 02 nights accommodation with breakfast in Disney's Hollywood Hotel
- ✓ Hong Kong Disneyland 1-Day Ticket
- ✓ Return Airport transfer on private basis

4D/3N Hong Kong + Hong Kong Disneyland Package

USD 344
per person

- ✓ 01 night accommodation with breakfast in Disney's Hollywood Hotel
- ✓ Hong Kong Disneyland 1-Day Ticket
- ✓ 02 nights accommodation with breakfast in Harbour Plaza 8 Degrees
- ✓ Hong Kong Night tour on shared basis
- ✓ Airport - Disney's Hollywood Hotel - Hong Kong Hotel - Airport Transfer on shared basis

6D/5N Hong Kong + Macau + Hong Kong Disneyland Package

USD 646
per person

- ✓ 01 night accommodation with breakfast in Disney's Hollywood Hotel
- ✓ Hong Kong Disneyland 1-Day Ticket
- ✓ 02 nights accommodation with breakfast in Harbour Plaza 8 Degrees
- ✓ 02 nights accommodation with breakfast in Venetian Macau
- ✓ Hong Kong Night tour on shared basis
- ✓ Macau city tour on shared basis
- ✓ Hong Kong - Macau - Hong Kong ferry ticket
- ✓ Airport - Disney's Hollywood Hotel - Hong Kong Hotel - Hong Kong Pier Transfer on shared basis

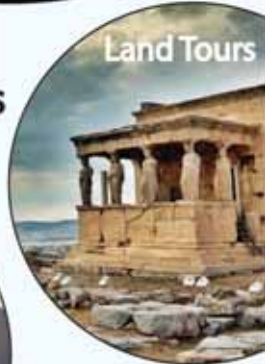
travelbullz
destination management company

The tours and travel services in this advertisement are offered by TravelBullz (HK) Limited

www.hongkongdisneyland.com



GREECE & Greek Islands



For Booking & Brochure Contact

CORPORATE OFFICE

Hellenic Travel Network S.A
Athinas Street 12
10551, Athens - Greece
www.hellenictravel.net

INDIA SALES OFFICE

GRIFTON 4, Cusrow Baug, Colaba
Mumbai 400001 INDIA
+91 (22) 2204-5014, 2204-5019 - Office
+91 (22) 2288-9988 - Direct
sales@GriffonCruises.in

Head to SA for adrenaline kick

With over 300 adventure activities, South Africa is undoubtedly the adventure capital of the world, and India is the biggest adventure market for the country, believes **Hanneli Slabber**, General Manager–Middle East, Asia & Australasia, South African Tourism.



Amrita Ghosh from Durban

Indians travelling to South Africa seem to perfectly resonate the old saying, "Adventures are to the adventurous." With a diverse set of activities ranging from mountain biking, shark cage diving, bungee jumping, to horseback safaris, the Indian crowd is always on the search for experiencing adrenaline rushes, says **Hanneli Slabber**, General Manager–Middle East, Asia & Australasia, South African Tourism. "India is our biggest adventure market in the world. It is also important in terms of job creation among the locals as compared to other countries. Earlier, only the young crowd used to take the plunge but now even 60-year-old people are equally upbeat for adventures," says Slabber.

The challenge, however, comes with the variety of products South Africa has on offer. "With more than 60,000 different tourism packages to visitors, it is difficult to decide which ones to offer and which ones to pull out as Indians want to cover the maximum within the short-

est possible period. They are activity-driven, knowledgeable, interactive and quite innovative in their approach to holidays. The travel period for Indians is between March and September, which is low season in South Africa," Slabber mentioned.

On Indaba, Slabber said that Africa's Travel Indaba is like a one-stop shop for the tourism industry. "Anybody who needs to buy a tourism product in Africa can just come here at

says, "In South Africa, we now observe that a lot more specialist requests are coming in. And we have offerings like our book clubs and horse riding activities." On working with Indian travel trade, Slabber strongly believes that an appropriate understanding, methodology and logic is essential to be applied while forging relationships with the Indian trade.

Talking about the targets set for 2018, Slabber says,

“With more than 60,000 different tourism packages, it is difficult to decide which ones to offer and which ones to pull out as Indians want to cover the maximum within the shortest period. They are activity-driven, interactive and innovative in their approach to holidays”

this trade show. From an interaction point of view, meetings are extremely important. How we measure the success of the show is because of the presence of our online diary system - we don't measure success by the number of exhibitors or buyers but how many actual meetings we have set up and how many of those were actually fulfilled.”

South Africa is one of the preferred destinations for Indians looking to holiday abroad as it is perhaps the only country where adventure, history and lifestyle seamlessly integrates into each other. Talking about the changing demands of agents over the years, Slabber

“Last year, we almost touched the 98k mark. This year, we wanted to reach 104k, so we want to break alike. January to May looked incredibly good. We have mixed feelings about the next two months.”

From January to September 2017, MICE contributed to 32.8 per cent of total Indian arrivals to South Africa. On new incentive programmes for MICE, Slabber explains, “We are coming up with a new conventional bureau for MICE operators. South Africa is a hub for meetings in Africa, with more than 1700 conference

venues including large convention centres located in Durban, Johannesburg and Cape Town which skillfully cater to events of any stature.” A variety of options exist to cater for conferences, events and incentives of all sizes and budgets.”



Number Game

➔ In 2017, 97,921 Indians travelled to South Africa, as per the latest figures by South African Tourism

➔ According to UNWTO, 8 per cent more international tourists visited Africa in 2017, pushing up the number of tourists to 5 per cent

One-stop showcase

for all your wellness products
presenting

Wellness Talk

in



June 2nd, 2018 Edition

We'll let the numbers speak for themselves

36,200 print
copies
every fortnight

600,000
readers of the electronic version from the
travel industry

For further details
& best rates
please contact:

Delhi:

karishma@ddppl.com, +91 9650196511
ketika.kaul@ddppl.com, +91 96503 99908

Mumbai:

harshal@ddppl.com, +91 9619499167
priyanshu@ddppl.com, +91 9619499170

**SAY
NO
TO
FAKE
NEWS**

06



The
Suryaa
eyes MiCE

09



Parfait's
properties on
the cards

13



The Park
enters Tier-II
market

Creating the Buzz in the Travel Industry

5th Edition

Travel

WEDDING SHOW

July 7-8, 2018 (Sat - Sun)
Jaipur Marriott Hotel

Register now

sarika@ddppl.com, +91 98101 91852

Innovating with land packages

This year TravelBullz plans to offer its Escorted Land Combo Packages for Bangkok and Pattaya, a first-of-its-kind in a DMC model. This will upgrade the company's SIC Land Combos to a fully guided package.



Ankita Saxena

TravelBullz is constantly challenging the norms to enhance customer experience and for the company, the year 2018 is dedicated towards customer service and innovation in this domain. According to **KD Singh**, Founder and President, TravelBullz, the company will innovate its services to offer a smooth, hassle-free experience to its clients which includes, pre-

sales, post sales, and on-ground services.

"The first step towards this goal, is the launch of our fully Escorted Land Combo Packages for Bangkok and Pattaya which ensures that all our guests get the best on ground service on a SIC budget. This will completely move our SIC Land Combos to a fully guided package with value add-ons such as arrival day breakfast and daily water bottles for each guest. This would be a first in the DMC model. We expect this new product to be a big success and soon it will be replicated in all cities with our presence," says Singh.

Singh explains that this year's outbound season has started on a very strong note for the company with various verticals of TravelBullz witnessing healthy growth for both FIT and Groups/MiCE business. "While conventionally we have always

been doing very well with our groups business in Thailand and Hong Kong, Macau has been the star surprise this year for groups, series and MiCE business."

Further, Singh divulges his market intelligence on various

changing trends in the market. He points out that out of the regular long-haul destinations from India, USA has been a hot favourite followed by the usual destinations in Western Europe. For short-haul holidays, destinations like Dubai, Bali and The Philippines have taken the cake in growth with respect to numbers while numbers to Sin-

travel has been growing rapidly. Keeping up with the consumption pattern of the Indian travellers, FIT business has also recorded steady growth. However, the two new segments which have been gaining a lot of momentum are experiential travel and travel for social events like weddings, birthdays and anniversary celebrations."

gore have also seen steady growth. He adds, "In terms of segments, MiCE travel has been growing rapidly. Keeping up with the consumption pattern of the Indian travellers, FIT business has also recorded steady growth. However, the two new segments which have been gaining a lot of momentum are experiential travel and travel for social events like weddings, birthdays and anniversary celebrations."



"The launch of Escorted Land Combo Packages for Bangkok and Pattaya ensures that all our guests get the best on ground service on a SIC budget. This will completely move our SIC Land Combos to a fully guided package with value add-ons such as arrival day breakfast and daily water bottles for guests"

AI in business

➔ The latest launch of Google Duplex technology merged all Google's technologies like the text to speech with AI, making Google Assistant seem more human than a computerised experience

➔ Artificial Intelligence would play a major role in hospitality business, thereby making transactions seamless

gapore have also seen steady growth. He adds, "In terms of segments, MiCE

With businesses going digital and mobile transactions on an unprecedented rise, Singh feels that as an industry, everyone is going to travel through the most significant change. He points out that Artificial Intelligence would play a ma-

prices. A case in point is the latest launch of Google Duplex technology which merged all Google's technologies like the text to speech with AI, making Google Assistant seem more human than a computerised experience," adds Singh.



They have Registered



"The platform introduced us to a variety of suppliers and helped us network with them. This educative forum will help us build network for future opportunities."

Varender Anand*
Upasana Wedding Planners



"This show provided us an opportunity to connect with the bigwigs of the industry and understand the market better."

Sarthak Sood*
Dream Weddings



"The show opened new networking opportunities and knowledge gathering sessions for players like us. It has helped us to increase the comfort level with hoteliers."

Shaini Shah*
Lilac Events



"The show was instrumental in bringing us together. It is a unique event that is educative, network-oriented, and a platform to exhibit all products."

Vinod Bhandari*
Wedding Xtraordinaire



"We met different tourism boards and connected with buyers and suppliers from across the country. The show allowed for effective communication amongst stakeholders."

Rohit Saini*
Rudra Events and Wedding Planners



Have

**Participants of 2017*

Travel

WEDDING SHOW

**July 7-8, 2018 (Sat - Sun)
Jaipur Marriott Hotel**

Are you looking to attract more clients with bespoke offerings that few offer? Differentiate yourself and build a stronger network through relevant interactions at Travel Wedding Show.

To register, please contact:

sarika@ddppl.com, +91 98101 91852
punam.singh@gmail.com, +91 98111 58785
sonia.guru@ddppl.com, +91 88003 96009

Hospitality Associate
M **M**
MARriott **M**
JAIPUR MARriott



Are you ready for travel yet?

The much-awaited holiday season is around the corner and we're packing our bags. While you have closed the 'to-do' list, it's the financial protection cover which is needed to safeguard and make your trip hassle-free, a must-have travel insurance policy. **Antony Jacob**, CEO, Apollo Munich, ticks off some of the boxes...

In the excitement of exploring a new location with your loved ones, it's important to be mindful of things which are not under one's control - from minor incidences like cancellation of trip, loss of baggage to major incidences such as unexpected accidents, losing your passport in a foreign land, medical emergencies and loss of baggage.

Preempt and prepare

Before packing your bags, do ensure you are prepared for the uncertainties, should something unpleasant happen while travelling. Consider a scenario where a family holidaying to make memories and due to weather change, the youngest member falls under the weather. The treatment in a foreign land will ruin the whole experience of the vacation. Not to mention additional problems

such as increasing the length of the stay, change in tickets, expense on food and travel - all of which, which has not been accounted for.

Let's talk about another scenario - you need to attend a business meeting the day you land, but the airline has misplaced your baggage. So, will you spend time waiting in the airport or would like to prepare for your meeting? Goes without saying that the most obvious question here would be are you covered for this loss - loss of time, energy, mental exhaustion?

But if such unwarranted situations are preempted and worked around in advance, there is no way it will work as a deterrent in the foreign land. A travel insurance policy can't stop you from falling ill, or get-

ting injured in an accident, or getting your flight cancelled due to inclement weather but it makes sure that you have assistance when you really need it.

Selecting the best policy

A best policy is nothing but the amalgamation of your requirements and the offerings. For instance, if you are a frequent traveller, multiple trip policy is something you should look for. A quick glance on the below shall help you arrive at what you are looking for:

❖**Unexpected expenses:** Ensure that your trip expenses are covered which typically includes protection for medical expenses, emergency evacuations, loss of baggage and belongings. However, senior citizens and travellers with pre-existing medical conditions

will be required to buy specific travel insurance plans.

❖**Geography:** Travel insurance plans can be bought for global or a particular geography-based coverage. So ensure your travel destination is covered before choosing a plan.

❖**Trip cancellation cover:** Do double check whether the policy covers cancellation charges in an event of flight cancellation due to unforeseen circumstances. This aspect naturally flows into replacement of tickets/flights and the expenses incurred on them. With the world moving towards customer experience, do opt for a policy which keeps you in the centre and is ready to cover your alternate expenses.

❖**Delay of checked baggage:** If you have connecting

flights at two-three airports, which also increases the risk of baggage loss or delay, a policy which covers this clause should be your first bet.

❖**Seamless experience:** Do look for a policy which promises a seamless experience. Also, to enjoy this, it's advisable to declaring all items that you plan to carry along for your trip. This makes the filing process easier and relatively hassle-free.

❖**Reviews:** A must-do before you hit the click button to buy the policy you like. In this digital age, I can't emphasise enough the need and importance of a quick search to find the review of your shortlisted policies.

❖**Premium:** However enticing this may sound, this is the

last thing one should consider while finalising their policy.

So, let's cover ourselves well before we enjoy that break we have earned. After all, prevention is better than cure. Have a safe trip!

(The views expressed are solely of the author. The publication may or may not subscribe to the same.)



Antony Jacob
CEO, Apollo Munich

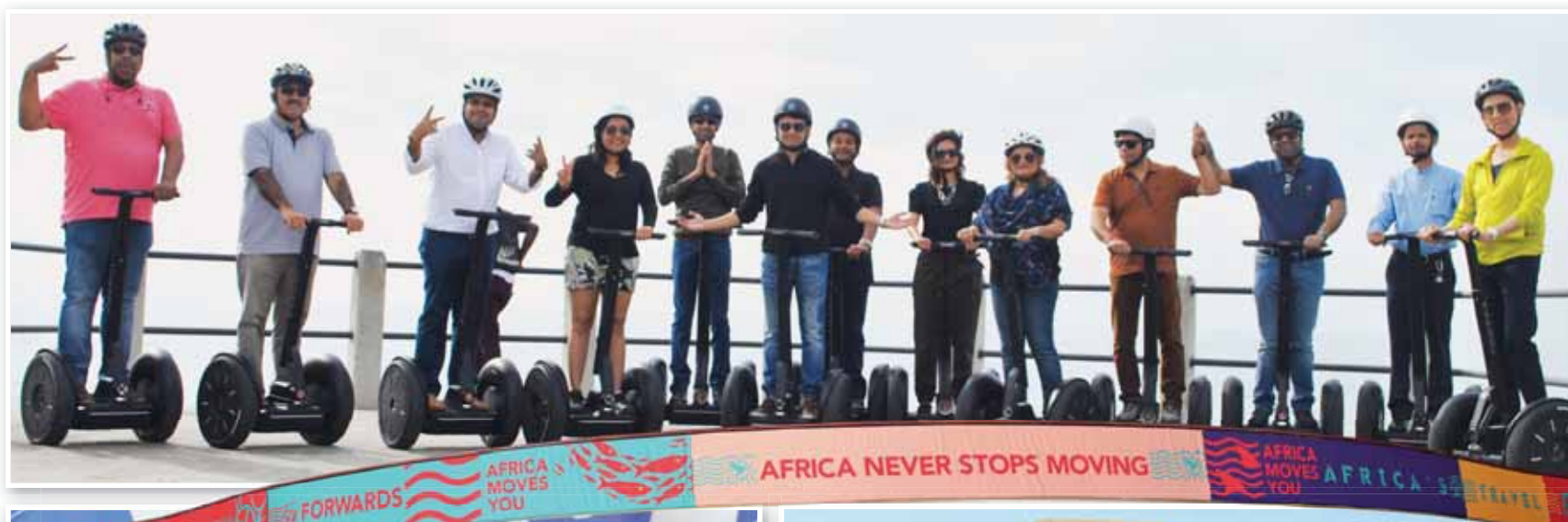
IATO's new team meets members

The Indian Association of Tour Operators (IATO) organised its first luncheon meeting for members at The Leela Ambience Gurugram post electing its new team in April. The new team members addressed the gathering and shared their plans ahead.



Indaba creates new stories

Held in Durban, Africa's Travel Indaba welcomed visitors, exhibitors, delegates and buyers from across the continent and world. The theme for this year's show was about telling African success stories, and a big part of this will be celebrating the centenary of Nelson Mandela's birth with tourism delegates from all over the world.



Qatar sets eyes on India market

With its recent opening of a representative office in Mumbai, Qatar Tourism Authority focuses on multiple segments in India like MiCE, weddings, FITs, family and weekend travellers.



TT Bureau

QTA's representative office in India will oversee a wide range of promotional initiatives, including workshops, sales visits, travel agent destination training through QTA's online Tawash programme, partnerships with tour operators, familiarisation trips, media campaigns and a variety of innovative activities to raise Qatar's profile as a leisure and business tourism destination among Indian tourists. Speaking at the tourism office opening, **Rashed Saeed Al-Qurese**, Chief Marketing & Promotion Officer, Qatar Tourism Authority said, "India is an important source market for us. With an eye on In-



Rashed Saeed Al-Qurese
Chief Marketing & Promotion
Officer Qatar Tourism Authority

visa free entry and more than 174 weekly flights between the two countries. We look to focus on multiple segments in the country like MiCE, weddings, FITs, family travellers

good premium offerings. Besides its resorts, beaches, shopping and F&B offerings, it will also showcase its culture, desert and marine experiences to the India market. MiCE will be a key segment in its strategy for India having its national carrier fly over 150 destinations.

About 70 per cent of Qatar's hotels are under four and five-star categories with great meeting facilities and two convention and exhibition halls in Doha. In 2017, Qatar recorded over 3,33,708 Indian tourists. For the period January to April this year, it recorded 1,56,726 Indian tourists, an increase of 15 per cent as compared to the year 2017 for the same period.

Qatar attractions

✚ The tourism board aims to promote Qatar as an affordable luxury destination with premium offerings

✚ Besides its resorts, beaches, shopping and F&B offerings, it will showcase its culture, desert and marine experience

“India is our market for future expansion not only because of the number of tourists but because of the accessibility, visa free entry and more than 174 weekly flights between the two countries”

dia in the past few years, we felt the need to fix our visa policies first. Last year, we had revamped the visa policies for 80 countries, including India, which allows visa free arrival for Indians into Qatar. Then we had our market study and appointed tourism representative office based in Mumbai. We want to know our industry partners and build a good relationship with them in the Indian market.”

Al-Qurese further adds, “India is our market for future expansion not only because of the number of tourists but because of the accessibility,

and extended weekend travellers given that we are a short haul destination from India.” The tourism board aims to promote Qatar as an affordable luxury destination with

**Staying
ahead**
has never been easier

Your daily travel news



E-news is delivered to over **600,000** industry professionals on a daily basis via. e-mail and WhatsApp covering India and South Asia.

Please subscribe at:
Subscription@ddppl.com



The Suryaa eyes MiCE

The Suryaa New Delhi, has refurbished its public areas and banqueting facilities to meet guest expectations and offer add-on value. This year, the hotel will focus on boosting its MiCE business.



TT Bureau

The Suryaa New Delhi, has undergone a refurbishment of its public areas and has also upgraded its F&B services at the hotel. The hotel's General Manager, **Dhananjay Kumar**, explains that today, the best products are available everywhere but if service and personal touch is missing, one cannot survive in this competitive market. "This is where we stand out. Our USP is providing personalised service, exceeding guest expectations and making sure they are looked after. Along with this, we understand that upgrading our products is also important. Thus, all our public areas, banqueting facilities have been redone. Also, the menu at our F&B outlets has been applauded by the guests and we hope to continue to offer them an elaborate spread of international cuisine. We sell what is demanded by our guests," says Kumar.

In terms of marketing and promotions, the hotel partici-



Dhananjay Kumar
General Manager
The Suryaa New Delhi

working hard to increase its digital presence in the market. Kumar points out that the focus area is to drive traction through the hotel website for which the portal has been revamped. "While our OTA partners sell rooms online, this year, we want to sell the minor operating departments independently through digital platforms. For example, guests who stay for more than three nights can get laundry services at a competitive price or book

“While our OTA partners sell rooms online, this year, we want to sell the minor operating departments independently through digital platforms. The aim is to convert traction of in-house guests”

pates at domestic and international trade fairs and has been

a spa and salon services at a discounted rate. The aim is to

conversion of in-house guests towards the hotel's F&B and other departments to drive revenue," he explains.

In order to add another stream of revenue generation, the hotel will also focus on MiCE business in the city. Kumar elaborates, "Since the summer season in the city is based on long stays, corporate and MiCE business, we have revamped

our banqueting services to attract MiCE travellers. We have many breakaway rooms equipped with state-of-the-art audio-visual conference facilities to cater to the segment."

Social media is also a focus area and the hotel has been inviting bloggers to review the property. Facebook, Instagram and Twitter are some channels being used to drive awareness. Kumar further adds that liking a page and following it increases reach, but it does not bring in guests. The hotel has been using its

software to get guest feedback and figure out what percentage of the same would be a repeat clientele.

MiCE in focus

Since the summer season in Delhi is based on MiCE business, the hotel has revamped its banqueting services to attract MiCE travellers. It has many breakaway rooms equipped with audio-visual conference facilities





NBTC
Holland Marketing

mandar.kelkar@buzzindia.in
ritesh.ahluwalia@buzzindia.in
www.holland.com

Radar now on Latin America

Senkay Tours and Travels is targeting the Latin American market for the leisure segment of travel to India and is devising new itineraries for its inbound guests from Italy, Spain and Russia.



TT Bureau



Arun Khanna
Director
Colonel's Retreat

Mid-segment is the future

Colonel's Retreat plans to enhance the quality of its existing properties and boost business through marketing.



TT Bureau

Colonel's Retreat offers properties strategically located in the capital city coupled with handcrafted holidays to non-group travellers or FITs. Arun Khanna, Director, Colonel's Retreat, says, "We specialise in catering guests with our personalised services and plan to keep improving than look at expanding properties. We have been successful so far with our product offer and value-add, and we aim to continue following this model."

In terms of promotional plans, Khanna explains that the

digital platform is the new way to market one's company. "We are using digital marketing tools like SEO, SMO, Google Adwords to increase visibility of the company. Apart from this, we participate in travel trade shows like GITB."

Identifying a phenomenon in the hospitality industry, Khanna points out that future opportunity for hotel chains lay in the mid-segment market, the space where Colonel's Retreat is already operating in. "The base of travellers both inbound and domestic is increasing, the e-Visa facility has boosted tourism in general. A traveller cannot always spend \$300-\$400 on hotel rooms, they want deals on the hotel stay and it is thus important to bridge the gap between budget and high-end accommodation choices."



Anil Kumar
Managing Director
Senkay Tours and Travels

“With Senkay Global division dealing with tours and event management, we are getting actively involved in MICE business”

As a company, Senkay Tours and Travels specialises in the Italian and Spanish markets and this year, it is eying travellers from Latin America. According to Anil Kumar, Managing Director, Senkay Tours and Travels, the cultural ethos of the company is in sync with the travellers from Latin America and thus the company will aim to leverage this fact to attract more travellers to the country. He says, "We are targeting largely the leisure market from this new market but with Senkay Global division, which is dealing with tours and event management, we are getting actively involved in the MICE business as well. Our research and development teams are quite active in devising newer itineraries, researching new and potential markets and collaborating with new partners."

Kumar feels that India's unique proposition is its unmatched hospitality but the tour operators selling the destination lack in terms of knowledge about the requirements of the foreign guests. He explains that this gap can be bridged by getting to know the foreign guests better but before that, it is more important for the service providers to know India better. "In fact, I believe that most of the destination management companies do not have enough knowledge to present India as

a favourable tourist destination. Foreign guests have many apprehensions about the country which means that they are not adequately informed by their respective partners in India." Kumar further claims that there are issues with lack of proper infrastructure and unfortunately not enough is being done neither by the industry nor the state level authorities. "It is often observed that various meetings conducted amongst the government authorities and trade is more of a symbolic gesture which is not taken to any concrete conclusion," he adds.

Agents network at GTM 2018

The 44th Germany Travel Mart (GTM) opened in Dresden, Germany and saw the presence of tour operators and journalists from around the world. After a short welcome of the delegates at the Church of Our Lady of Dresden, the inaugural ceremony took place at the Kulturpalast Dresden. The Indian delegation comprised 11 agents and six media people.



Parfait's properties on the cards

Parfait Hospitality will soon launch its 28-room resort property in Manali, followed by a 56-room hotel in Zirakpur which will be equipped with all the necessary MiCE facilities.



TT Bureau

A hotel management, enlargement, marketing and branding company, Parfait Hospitality provides consistent, economical and comfortable hospitality experience

Target Group

Largely focussed on the domestic segment of travel, Parfait Hospitality receives its guests through various tour operators, OTAs and corporates

If expectations are met, the company will do 10 per cent of inbound business across its properties

at their hotels. The company currently works with hotels on three models—management, lease and branding and soon will reintroduce its marketing model in 2018-19.

Raman Tuli, Managing Director, Parfait Hospitality, informs that the company had inaugurated its 48-room property in Shimla in October 2017 and will now launch its four-star, 28-room resort property in Manali by mid-2018. The new properties in the pipeline include one 56-room hotel in Zirakpur which also has banqueting facilities of 15,000 sq ft along with a rooftop and F&B services. "We recorded a major dip in business, almost 26 per cent, in 2014 but now

we are recording 10 per cent year on year growth and hope to perform much better in the future."

Largely focussed on the domestic segment of travel, the company receives its

business across our properties. At the property in Jim Corbett, we outsource series departure tours for the hotel."

He further explains that almost 85 per cent of the company's business is sourced

lower rates may provide direct benefit to the company for a short run but in the longer run, destroy the travel agent network," says Tuli.

Apart from participation at major travel trade shows

"Our Bikaner property is the only one which is pitched to the inbound guests. If our expectations are met then we will do about 10 per cent of inbound business across our properties"

guests through various tour operators, OTAs and corporates. Tuli points out, "Our Bikaner property is the only one which is pitched to the inbound guests. If our expectations are met then we will do about 10 per cent of inbound

through the travel agent network. "I feel that in an attempt to compete with others on the digital platform, we may have to lower the price of the product to sell it in volume, which would eventually lower the value of the product. The

and advertisements in print media, the company makes use of various digital marketing tools and social media to promote its brand and markets its products."



AHS to market Sri Lanka

Absolute Hospitality Services (AHS) India, the sister company of Rockstays, has been appointed as the sales representative for Sri Lanka-based Amago Tours.



TT Bureau

Amago Tours specialises in crafting amazing experiences for its guests while handling customised FIT and group travellers visiting the tropical Indian Ocean. According to Asanka Nanayakkara, Director and Owner, Amago Tours, the destination is popular among all segments of travellers ranging from honeymooners, FIT travellers and family groups to large corporate travel. "We are happy about our association with India and really excited to receive Indian clients," says Nanayakkara. Absolute Hospitality Services is a tour-



Asanka Nanayakkara
Director and Owner
Amago Tours



Anuradha Singh
Director
AHS India

companies and hotels covers countries in Asia, Middle East, Africa and Europe.

Anuradha Singh, Director, AHS India explains that as the

Absolute Hospitality Services is a tourism advisory and marketing company and its portfolio of destination management companies and hotels cover countries in Asia, Middle East, Africa and Europe

ism advisory and marketing company and its portfolio of destination management

exclusive marketing and sales partner of Amago Tours in India, the company will use both tra-

ditional marketing and sales channels, new age technology systems and social media to boost business. "We will promote Sri Lanka as a destination with a focus on personalised and curated travel experiences. These will include Colombo, Bentota, Galle, Kandy among other unique destinations within Sri Lanka and also activities such as surfing, whale watching, heritage sightseeing, etc. Our target market will essentially be B2B with a focus on Tier-I cities such as Mumbai, Delhi, Bangalore, Chennai, etc," says Singh.

Visit Victoria visits Mumbai



Carmen Smith, Head of International Markets, Visit Victoria, recently met up with key tour operators in Mumbai over an informal get-together. It was her first visit to the country and showed the state of Victoria's commitment to the India market.

Turkish Airlines is game



Turkish Airlines, the official title sponsor of the EuroLeague Basketball championship, renewed its commitment to the game in which Real Madrid became the champion team of the exciting Turkish Airlines EuroLeague Final Four 2018, following a decisive victory at Belgrade's Stark Arena in Serbia. The EuroLeague Basketball championship was established in 2000 as the most important basketball competition in Europe.

Travel trade engage & interact

Intime Travels recently organised a gala evening in Mumbai for the travel trade partners to allow them to network and discuss future business opportunities. The event saw the who's who of the tourism and hospitality industry mark their attendance to meet and greet their industry colleagues.



Treehouse on an expansion drive

Treehouse Hotels and Resorts recorded an increase in occupancy but stagnant average room rates last year. This year, the company has signed up two new properties in Jodhpur and will target to market itself extensively through digital platforms and an increased trade connect.



TT Bureau

Treehouse Hotels and Resorts, a mid segment hotel brand operates 17 hotels in business and leisure locations like NCR, Bhiwadi, Goa, Neemrana, Ranthambore, Jodhpur, Chail and Jaipur. The hotel group takes pride in offering large spaces and in some cases Club facilities are provided for the local non-residents. It's palace hotels, located mostly in Rajasthan, come replete with either heritage certification or are done in the palatial style, while the serviced apartments are large and spacious with a full kitchenette in locations with availability of entertainment hubs and restaurants in the vicinity.



Richa K Singh
Executive Vice President,
Treehouse Hotels Resorts
Serviced Apartments

“Our focus remains on expansion in Rajasthan, Goa and the hill stations. Our hotel portfolio consists of smaller inventory but higher value”

Richa K Singh, Executive Vice President, Treehouse Hotels Resorts Serviced Apartments, informs that the company has recently signed up with two new heritage hotels in Jodhpur with 47 keys and 25 keys. “We have also launched our 63 keys property in Neemrana in May which aims to be a great getaway for travellers from Delhi/NCR. Our primary focus remains on expansion in Rajasthan, Goa and the hill stations. Our hotel portfolio

consists of smaller inventory but higher value.” Singh further points out that this year, though the company recorded an average occupancy of 58 per cent, an increase of three per cent from last year across its properties, the average room rates

remained static or even dipped at some locations. She adds, “The property at Ranthambore picked up occupancy by two per cent but the room rates remained static. Our average occupancy has shot up also because we added another ho-

tel in Gurugram this year.”

On the marketing and promotional front, the company will use various digital platforms and word of mouth to generate business. “The digital platform has been our first approach

towards marketing. Showcasing ourselves at important trade shows is an integral part of the plan while we partner with various online platforms to create synergies. The digital marketing front includes our own website, campaigns on Facebook

which have received fabulous response in terms of branding and lead generation.” The hotel chain is actively engaging with ADTOI and IATO and has become members of these associations to boost inbound and domestic segments alike.

is a supporting media partner for PTM 2018

PATA TRAVEL MART 2018

September 12-14
Mahsuri International Exhibition Centre (MIEC)
Langkawi, Malaysia

WHY JOIN?

THE TRAVEL MART

Meet face-to-face with international buyers and sellers from across the world. Our pre-qualified, hosted buyers represent over 50 countries and are selected based on proven track record in contracting meaningful business events.

GAIN NEW IDEAS

More than just a travel mart, PTM 2018 opens with a full day packed with innovative ideas and insights:

TRAVOLUTION ASIA FORUM

Learn from industry experts on:

- How to make your company 'tech-smart' through machine learning, data analytics and artificial intelligence
- How to take advantage of new services to add value to holiday packages
- How to match clients' preferences and interests with destinations they will fall in love

WTFL START-UP INNOVATION CAMP

Be inspired by the innovative business models from travel/tourism-related start-ups in the categories of 'Destination', 'Hospitality' and 'Transaction' as the finalists of the **World Tourism Forum Lucerne (WTFL) Start-Up Innovation Camp** pitch their ideas to the jury for a USD\$15,000 award.

ACCESS THE DIGITAL HUB

Browse a diverse array of travel-tech solutions and digital products that are impacting the travel and tourism business while networking first-hand with their business representatives at The Digital Hub. If you're a tech solution-provider, don't miss this chance to showcase your solution to the 1,000+ PTM delegates.

REGISTER NOW AT www.PATA.org/PTM
Email: PTM@PATA.org

is a supporting media partner for PTM 2018.

WelcomHeritage in Nainital

Get ready for summers with a stay at the newly-opened WelcomHeritage Ashdale in Nainital—an old manor from the British era, offering the best in comfort and local experiences in the midst of nature.



TT Bureau

WelcomHeritage has opened an all new property in Nainital—WelcomHeritage Ashdale in Nainital, taking its portfolio size to a total of 41. The colonial structure which was built by the English as their summer residence is now owned by the Royalty of Sahaspur.

Sunil Gupta, CEO, WelcomHeritage shared, "Adding WelcomHeritage Ashdale in our group is a part of our expansion



Sunil Gupta
CEO
WelcomHeritage

“Like every WelcomHeritage property, Ashdale is also a true reflection of Indian culture. We are proud to have it in our family. With this, the group has now increased the list to 41 properties in India”

plans for 2018. This heritage building, which is now converted into a hotel, is a unique property, nestled amidst the green oaks and deodars. What makes this property more unique is serenity of the location and old-world charm which is still untouched. Like every WelcomHeritage property, Ashdale has also been a true reflection of Indian culture. We are extremely proud to have it in our WelcomHeritage family. With this new addition, the group has increased the list to 41 properties in India.”

The bungalow, which belongs to the 19th century, has

been renovated and refurbished to convert it to a posh boutique property, which will meet the standards of the high-profile guests that will be staying here. The hotel has 24 meticulously designed guest rooms with balconies and verandahs, overlooking the green spaces in and around. The galleries provide a glimpse into the bygone era through historical pictures. The

who want to explore the surrounding areas can request the hotel for a nature walk up to Dorothy Seat, Cheena Peak and Snow View. Guests can also explore picnic options to Bhimtal, Saat Tal, Naukuchia Tal and many other beautiful locations around Nainital. Those who do not want to go too far can opt for horse riding or sailing on the tranquil lake. ➔



reaches

every nook and corner of India

Bhavnagar

Nadiad

Hospet

Shimoga

Idukki

Thekkady

Satara

Sangrur

Bhilwara,

Sawai Madhopur

Kumbakonam,

Yercaud

Bhadohi

Saharanpur

Puruliya

and many other cities...

India's leading fortnightly

For details: karishma@ddppl.com, harshal@ddppl.com

furniture narrates the story of a gracious lifestyle.

The guests here will be in for a culinary fest at the multi cuisine restaurant - Green Oak, serving Indian, continental and Chinese cuisines. Apart from these, there is also a picturesque tennis court. For those

Explore around

➔ For those who want to explore the surroundings can go for a nature walk up to Dorothy Seat, Cheena Peak and Snow View. Guests can also explore picnic options to Bhimtal, Saat Tal, Naukuchia Tal

Minar's Vilasa eyes French market

After recording success for its luxury brand—Vilasa, in the US and Latin American market, Minar Travels is now planning to introduce the product in its French market this year.



TT Bureau

Vilasa is the luxury brand of Minar Travels India, which aims at a new approach to luxury travel in India. “We at Vilasa, with our in-depth research, honest commitment to quality and personalised services are confident that our luxury travel tours in India and beyond are the best-of-its-kind. Our thoughtfully

designed tour programmes aim at a new approach to luxury travel so that one can explore India and its neighbouring countries beyond the well-known paths of conventional travel,” says HS Duggal, Managing Director, Minar Travels.

Coupled with vast infrastructure and network of exceptional heritage properties



HS Duggal
Managing Director
Minar Travels

“Currently, we are not looking at large numbers with Vilasa and are targeting few, high-value clients without diluting the product”

and top hotels in India, Nepal, Bhutan, Sri Lanka and Maldives, Minar Travels' luxury product helps its clients with memorable travel experiences. “We launched this product in the US and Latin America and are now looking at introducing the same in the French market this year. The response has been very good and in our third year of operations, we recorded nearly 200 per cent growth. We are not looking at large numbers with Vilasa and are targeting few, high-value clients without diluting the product,” adds Duggal.

Going Beyond

➔ Minar Travels' thoughtfully designed tour programmes aim at a new approach to luxury travel so that one can explore India and its neighbouring countries beyond the well-known paths of conventional travel

IHCL signs 2nd Ginger in Vizag

■ The Indian Hotels Company Limited (IHCL) signed a new Ginger hotel in Visakhapatnam. It will be Ginger's second hotel in the city. Ginger Hotels' portfolio has 45 operating hotels and seven hotels in the pipeline. The announcement reflects the company's strategic domestic expansion to drive growth momentum. The new Ginger in Visakhapatnam with 56 rooms, an all-day diner, meeting room and a fitness centre, is located at Gajuwaka amidst a commercial hub with close proximity to companies like Tata Motors, Nestle, BHEL, GAIL and many others. The hotel is slated to open mid-2019.

The Park enters Tier-II market

With the launch of Zone by The Park, Jodhpur, The Park Hotels is targeting Tier-II cities for this contemporary yet affordable brand. The hotel chain aims at 20 Zone properties by the end of 2020.



TT Bureau

The Zone by The Park is currently present in Coimbatore, Jaipur, Chennai ORR, Raipur and Bengaluru with upcoming properties in Mahabalipuram, Coorg, Goa, Gurugram, Indore, Kolkata, Igatpuri, Lucknow, Pondichery, Srinagar, Surat, Vijayawada and Noida. “We are launching The Zone by The Park, Amritsar, which will be commissioned in the next two years. We plan to have 20 Zone properties by the end of 2020. The target segment for these properties is largely the Tier-II cities with a mix of both leisure and corporate segment of travel,” says Rohit Arora, Area General Manager, The Park Hotels.



Rohit Arora
Area General Manager
The Park Hotels

“We plan to have 20 Zone properties by the end of 2020. The target segment is the Tier-II cities with a mix of both leisure and corporate travel”

The hotel chain recorded a growth of almost 14 per cent in ADRs in 2017-18 over the year 2016-17 while the chain recorded year-round occupancy of about 90 per cent. Arora identifies that the Zone brand of the hotel chain is very contemporary yet affordable and thus fits the market in Tier-II cities where there is a gap of good quality hospitality services. He says, “We felt that the market in smaller cities has a

lot of potential and at the same time there is a vacant market for good hotels.”

Identifying hospital-ity trends in the Indian market,

Arora feels that imbalance between demand and supply created over the years has now settled in metros like Delhi/NCR and the industry is witnessing an upward trend.



On the marketing and promotional front, the hotel chain will continue to participate in travel

trade shows at domestic and international platforms while it will also use the new media

platforms and digital marketing tools to boost sales and brand awareness, adds Arora.

The Chilworth

LONDON PADDINGTON

Experience Indian Hospitality In the heart of London Paddington

Stay at The Chilworth, London's new boutique hotel, and combine the excitement of Britain's vibrant capital with a little Indian-style hospitality. In an atmosphere of relaxed elegance, and with a location minutes from Paddington Station's Heathrow Express terminal, we offer the following especially for our Indian guests:

- Free calls to India with our handy smartphone
- Indian/English Breakfast
- Indian TV Channels
- Complimentary transfers between the hotel and Oxford Street every three hours

A member of the Park Grand Lifestyle Collection

Address
55-61 Westbourne Terrace,
Paddington,
London W2 3UY

*T&C's apply

Central Reservations
reservations@thechilworth.co.uk
Tel: +44 (0) 2074792233
thechilworth.co.uk



WE ARE HIRING!

General Manager Operations (FIT)
Experience - 8 to 12 years

Operations Manager (FIT)
Experience - 4 to 5 years

Assistant / Deputy Managers
Experience - 2 to 4 years

Operations Executive (FIT / MICE)
Experience - 1 to 2 years

Sales Manager (FIT / MICE) (B2B)
Experience - 4 to 5 years

Location for
Mumbai, Delhi, Surat, Indore, Pune,
Hyderabad, Chennai, Kochi.

Competencies:

- Candidates should have prior experience in Travel Industry (Outbound Tours).
- Excellent communication & interpersonal skills.
- Confident, self - motivated with strong sense of initiative and personal leadership.
- Multitasking & should possess can do attitude.
- Adaptable & Innovative.

Salary as per experience & qualification

Interested candidates, Kindly share your resume at

hr@uandiholidays.com



U & I Holidays Pvt. Ltd.
Destination Management Company

1C2A/2B, Gundecha Onclave, Kherani
Road, Sakinaka, Andheri (E), Mumbai - 72
☎ 022 6145 3500 🌐 www.uandiholidays.com



MIDWAY CORBETT - RANIKHET INVITE HOTELIERS TO JOIN



- GM OPERATIONS
- HOTEL SALES • RESERVATIONS
- MANAGERS • F&B SERVICE
- HOUSEKEEPING
- HORTICULTURIST
- SECURITY GUARDS
- CHEF-SOUTH INDIAN / INDIAN
- SPA

Call: +91- 8010874874

deepika@tybrosgroup.com
www.essenceofnature.in

Resort address:
Essence Of Nature Resort EoN Hills, Midway
Corbett - Ranikhet, Uttarakhand, INDIA



Is one of the best travel agent in Mumbai



Staff required for

- **Ticketing**
- **Operations**

(MICE and FIT Packages)

Candidates Preferably from Western Suburbs.

EXPERIENCE:

- Minimum 1 or 2 years of Experience in Ticketing on various GDS like Amadeus
- Experience in travel industry is required

COMPETENCIES:

- Should have great communication & negotiation skills
- Quick problem solver
- Candidates with knowledge of social and digital media marketing will be given added weightage

COMPENSATION:

- Will depend on candidates qualification and experience

Interested candidates
kindly send your resume at:
snehal@syrisaa.com

Syrisa Travels Pvt Ltd Mumbai
Ganesh Darshan Building, Shivaji
Nagar, Vakola, Santacruz (East)
Mumbai - 400055
Tel: +91 22 26680371



Premier Media Partner

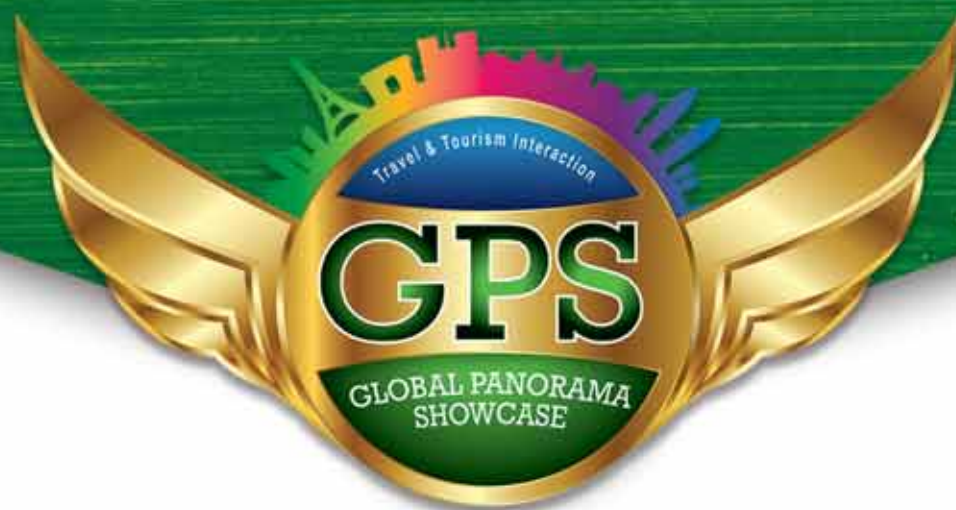


Premier Electronic Media Partner

Introducing

ECO-CONNECT

at



₹50000/-* ONWARDS PER CITY

For exhibitors who are small business and startups
Get in touch today for more details.
Call: 9225248070, 9820224272.

Register at www.gps-india.com

Hyderabad
JUN 28-30, 2018
Marriott Hotel & Convention Centre

Chandigarh
JUL 05-07, 2018
The Lalit Chandigarh

Ahmedabad
JUL 12-14, 2018
Courtyard Marriott

Lucknow
JUL 19-21, 2018
Hyatt Regency

Kolkata
AUG 02-04, 2018
The Lalit Great Eastern

Kochi
AUG 09-11, 2018
Le Meridien

Pune
AUG 23-25, 2018
JW Marriott Hotel

Nagpur
JAN 21-23, 2019
Hotel Centre Point



Call +91 9225248070, +91 9820224272
for details e : harmandeep@gps-india.com | madhu@gps-india.com

Download the GPS mobile app to store all your information,
avail benefits and network with the best in business.



*Conditions apply

Nominations

Open

INDIA TRAVEL AWARDS EAST 2018

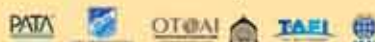


sonia.butalia@indiatravelawards.in
abhinav.goswami@ddppl.com
yogita.bhurani@ddppl.com
www.indiatravelawards.in

Supported by



Endorsed by



#ExcellenceInEast
#ITA2018

Travel

LUXURY SHOW

JAIPUR | APRIL 7-8, 2018

Show REPORT



EXPERIENCE THE LUXURY



Ushering in the era of luxury

The third edition of Travel Luxury Show, recently held in Jaipur, recorded nearly 1800 meetings over two days. The show was marked by intensive one-on-one interactions between 30 exhibitors and 60 buyers, and also included knowledge sessions on the changing dynamics of luxury travel in India.



SIMRANJEET SINGH ARORA

Representatives from various hotels like AccorHotels, Ayada Maldives, Corinthia Hotels and Resorts, Dusit Hotels and Resorts, RARE, etc. showcased a variety of luxury offerings at their properties to cater to the Indian luxury travel segment. Various tourism boards like Holland Tourism, Department of Tourism, Philippines, Korea Tourism Organisation, participated at the show to educate and spread awareness about the destination and its products that can be offered to the high-end Indian travellers.

The show was inaugurated by **Guldeep Singh Sahni**, Past President, Outbound Tour Operators Association of India (OTOAI). According to him, luxury is a variable concept, defined by each individual differently. Sahni believes that in today's era of travel, luxury is no longer about the grandest hotel a client can stay in or the First Class seat in an aircraft;



There is no set definition for luxury because the trends in this segment change constantly. The only way an exhibitor can sell product in the market is by way of staying updated about new trends in the industry

in fact luxury has become all about the experience of the journey and the destination alike. He elaborated, "Coming here at a show like this is luxury in itself. I feel that there is no set definition for luxury because the trends in this segment change constantly. The only way an exhibitor can sell his or her product in the market is by way of staying updated about new trends in the industry and this is where a show like this becomes very relevant." Acknowledging the latest trends in the market, Sahni felt that those who offer customised and personalised holidays are like 'luxury

travel designers,' who do not only sell luxurious products but also add to a traveller's life experience.

The show presented a panel discussion where in **Christine Mukharji**, Director—India, ANTO India; **Manish Kriplani**, MD, Baywatch Travels and **Shoba Mohan**, Partner, RARE India discussed how the concept of luxury travel was changing over the years amongst Indian travellers. The panel highlighted that the Indian traveller has evolved and thus for him, luxury is no longer about the Business Class flight or a five-star hotel; it is more

about the experience and the quality of service that makes the holiday luxurious. Mohan explained that it was important to understand the requirements of the clients before suggesting a product while Kriplani felt that many times, travellers booked luxury holidays to brag about them later.

The show also offered a platform to exhibitors and buyers to interact in pre-scheduled B2B table-top meetings. This format, lauded by all attendees, allowed them to discuss potential business in a time-bound manner. Sahni further explained, "Buyers can get to know about the availability of luxury products in the market from various exhibitors present at the show. The exhibitors on the other hand can then understand the needs of the clients and match them with the products, by way of customisation and personalisation. Travel Luxury Show always surprises me even after I have been attending this show year after year and helps me to understand what luxury means to the world." 

It's time *for business*

Travel Luxury Show offered a platform to exhibitors and buyers to interact in pre-scheduled B2B table-top meetings. This format allowed them to discuss potential business in a time-bound manner.

Exhibitors



CHRISTINE MUKHARJI
Director - India
Austrian National Tourist office

All the buyers had an in-depth knowledge about the destinations we were showcasing. The show had a good

selection of travel agents who actually meant business. Meeting their expectations and working with them is the way forward and we are looking forward to it.



TEKLA MAIRA
Director Luxury Sales- India,
AccorHotels

It's always a pleasure meeting new people, with new ideas. It's almost the beginning of holiday season and we get

to know the demands of the client which will further help us to make amendments in our business structure as per the requirements of the market.

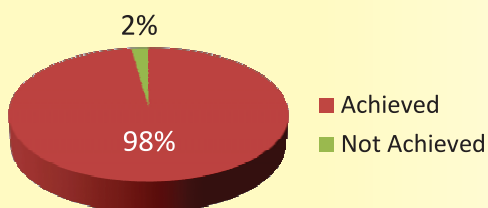


SHOBA MOHAN
Founder - Partner
Rare India

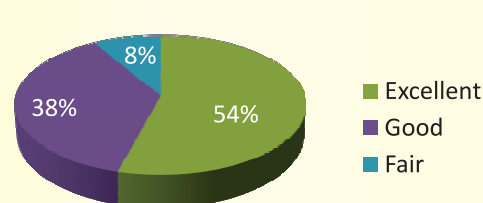
Being associated to one of the best shows in the country has been a pleasure. The quality of buyers has only increased

year on year. Two features of the show are pre-fixed meetings between exhibitors and buyers, and the precision in terms of time with which the meetings are conducted.

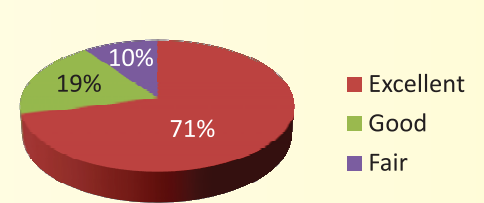
Objective of attending the event



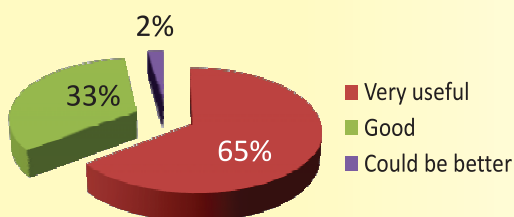
Quality of Buyers



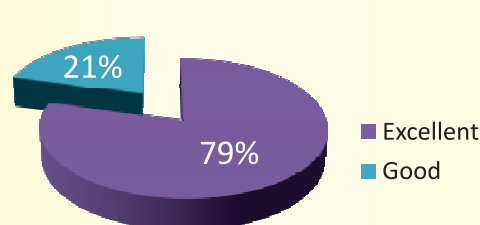
Quality of Business Queries



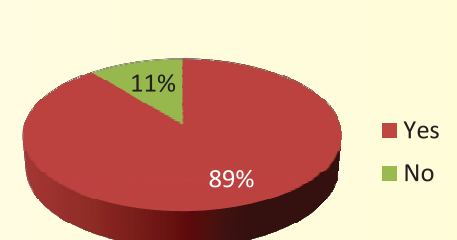
Was the event useful?



Quality of Infrastructure (Organisation Wise)



Would you participate in the next edition?



Exhibitor's feedback as received from the show



SHANNON CREADO
Director of Sales and Marketing
Anantara- Kalutara Luxury Resort

Travel Luxury Show brings in travel agents from across the country. Buyers from Ahmedabad and Chennai have

shown great interest in Sri Lanka as a promising destination for the luxury segment of travel. I hope this interest will contribute to the growth of tourism in Sri Lanka.



SUNIL MATHAPATI
Country Manager - India, Bahrain
Tourism & Exhibitions Authority

This show gives us a chance to understand the requirements of the dynamic market. To understand luxury,

we would need to meet different people but this show gave us that one platform where we could meet most of the players from the industry and discuss the same at length.



SANDEEP DUTTA
Marketing Manager,
Korea Tourism Organisation
New Delhi

This is the second time we are attending this show. The closed door and fixed appointments format is one of the

things I really like about the show. Every exhibitor is able to execute a fair amount of meetings over a span of two days. It's very rare to find such potential events.



Glimpses





of the show



Exhibitors



KARAN SINGH
Chairman & Co-founder
1524 Bespoke Travel Experiences

Around 30 exhibitors came together to display their products. With the outbound season just around the corner,

we got a chance to meet with travel agents doing outbound tourism. We could get a clear picture about the requirements to provide relevant products and services.



RACHNA JUNEJA
Sales Manager – Global
Accounts, Taj Hotels Palaces
Resorts Safaris

About 1800 one-on-one meetings included a large number of partners. We met many new travel agents

from cities like Hyderabad, Bengaluru and Mumbai who are focused on the outbound tourism business. I feel this is one of the most potential shows in the industry.



MOUMITA MUKHERJEE PAUL
Head – Sales and Marketing,
India, Centara Hotels and Resorts

This is our second consecutive time at the show. Travel Luxury Show has been very prosperous for our

business. It's more of an investment to come to the show and meet over 60 buyers over a short span of two days. For us, this show is perfect and a great experience.



KUNAL MUNSHAW
Partner – Avant Garde
Consulting

This platform introduced us to new trends in the markets and demands of buyers. The platform made it convenient for us to showcase

our products. Since the definition of luxury varies from one another, we were able to understand the same from the perspective of the travel agents.



CLAUDINE N TRIOLO
Director – Sales and Marketing,
Rayavadee, Krabi

With the huge number of Indians flying into Thailand, we have taken the initiative to understand the

latest trends in the luxury segment. Travel agents have shown keen interest in Thailand and I think this show will help us grow. The show has been very professional.



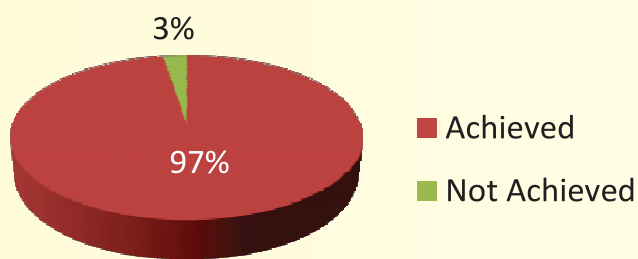
VIKAS SHARMA
Assistant Vice President, Oberoi
Hotels & Resorts

I was able to enhance my reach and showcase my product. The products and services offered to

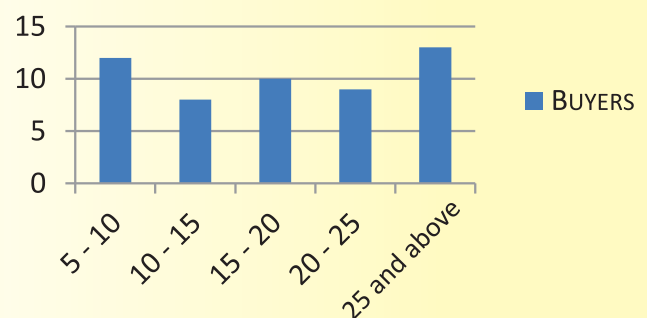
travel agents in the luxury segment can be well showcased with the closed door format. We were able to understand the demands of the buyers to cater them better.

Buyers

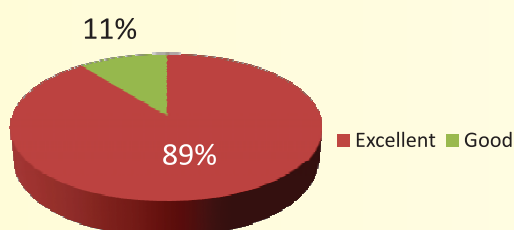
Objective of attending the event achieved



New business contacts established



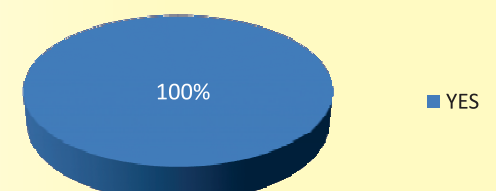
Quality of Exhibitors



Are you confident of growing your market after B2B meetings?



Would you participate in the next edition?



Buyer's feedback as received from the show

Buyers

GULDEEP SINGH SAHNI
Managing Director
Weldon Tours and Travels

I really appreciate the selection process of buyers and sellers as well as the amount of time dedicated for one-to-one interaction. We are able to learn about many new products and also share our requirements with the exhibitors to bridge the knowledge gap in the market.



MANISH KRIPLANI
Managing Director
Baywatch Travels

I am able to meet old colleagues from the industry as well as network and be familiarized with the new people. Travel Luxury Show always brings new products to the fore and is an important tool to update the travel fraternity of the latest trends and demands from the market.

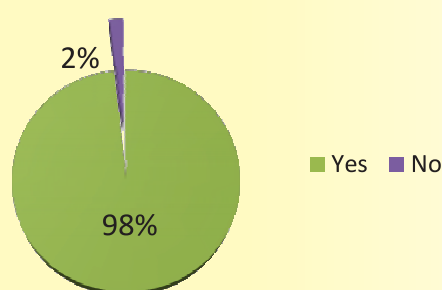


SHRUTI SHARMA
Associate Vice President -
Luxury Escapades
Cox and Kings

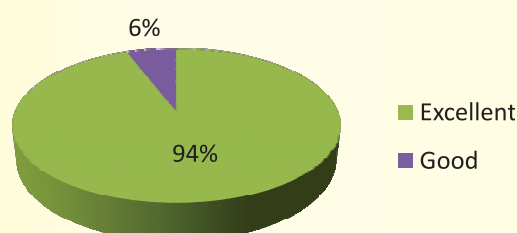
This show is an excellent platform to meet hoteliers and partners. We are made aware about offers from sellers and then make a decision if they suffice our requirements for future business prospects. This is a great show with a potential to bring in business in the luxury segment of travel.



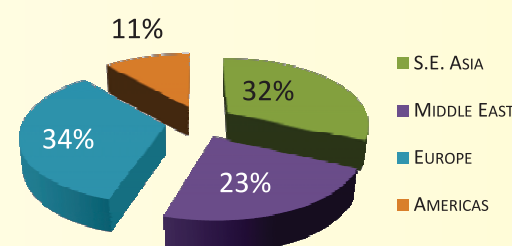
Did all your pre-scheduled meetings take place?



Quality of Infrastructure (Organisation Wise)



Destinations have seen most business negotiations



Buyer's feedback as received from the show

MAITREYEE PATEL
Director
Pathfinder Holidays

The show has been informative in the context of dealing with the luxury products. To cater to a huge luxury market like India, it is very important for us to stay updated about the trending luxury products available in the market to fulfil the requirements of our client.



GAURAV SHARMA
Director
Luxury Living

The format of the show is the highlight where a 15-minute window allowed us one-to-one interaction with a large number of exhibitors. This interesting show was also instrumental in showcasing new products and services in the luxury travel market.



ANSHU TEJUJA
Managing Director, Ashoka
Dream Holidays

The show offered an amazing collection of exhibitors. Even though we were aware about the products offered by many exhibitors at the show, there were many new exhibitors and various new products in the market to learn about from this show.



SAHIL WAHID
Director
Revel Travel Links

Sometimes we do not get a chance to meet some stand-alone properties and suppliers, which were easily available to us at the show. We have been able to exchange information and discuss our requirements in detail with the exhibitors.



REENA RAVI SACHDEVA
Founder
Travel Arena

Travel luxury Show is focused, well paced and relevant for today's market needs. In one day's time, we are able to meet around 30 new suppliers from the market and learn about the various products trending in the market. I would say it's a very well-organised show.



CHETAN YALLAPURKAR
Managing Director
Honeymoon Travels

As buyers, we look forward to newer associations with suppliers in order to match the demands of our clientele. This is a win-win situation for all where the exhibitors too can understand the needs of the buyers to customise their offerings for the same.



Mark your calendar

Travel SHOW

For more details:

sarika@ddppl.com, +91 98101 91852

punam.singh@gmail.com, +91 98111 58785

sonia.guru@ddppl.com, +91 88003 96009



Allied SHOW

Feb 23 - 24, 2019

Education SHOW

Nov 17 - 18, 2018

Wedding SHOW

July 7 - 8, 2018
Jaipur Marriott Hotel

Business SHOW

Dec 1 - 2, 2018
Hyderabad, India

Luxury SHOW

Apr 6 - 7, 2019