

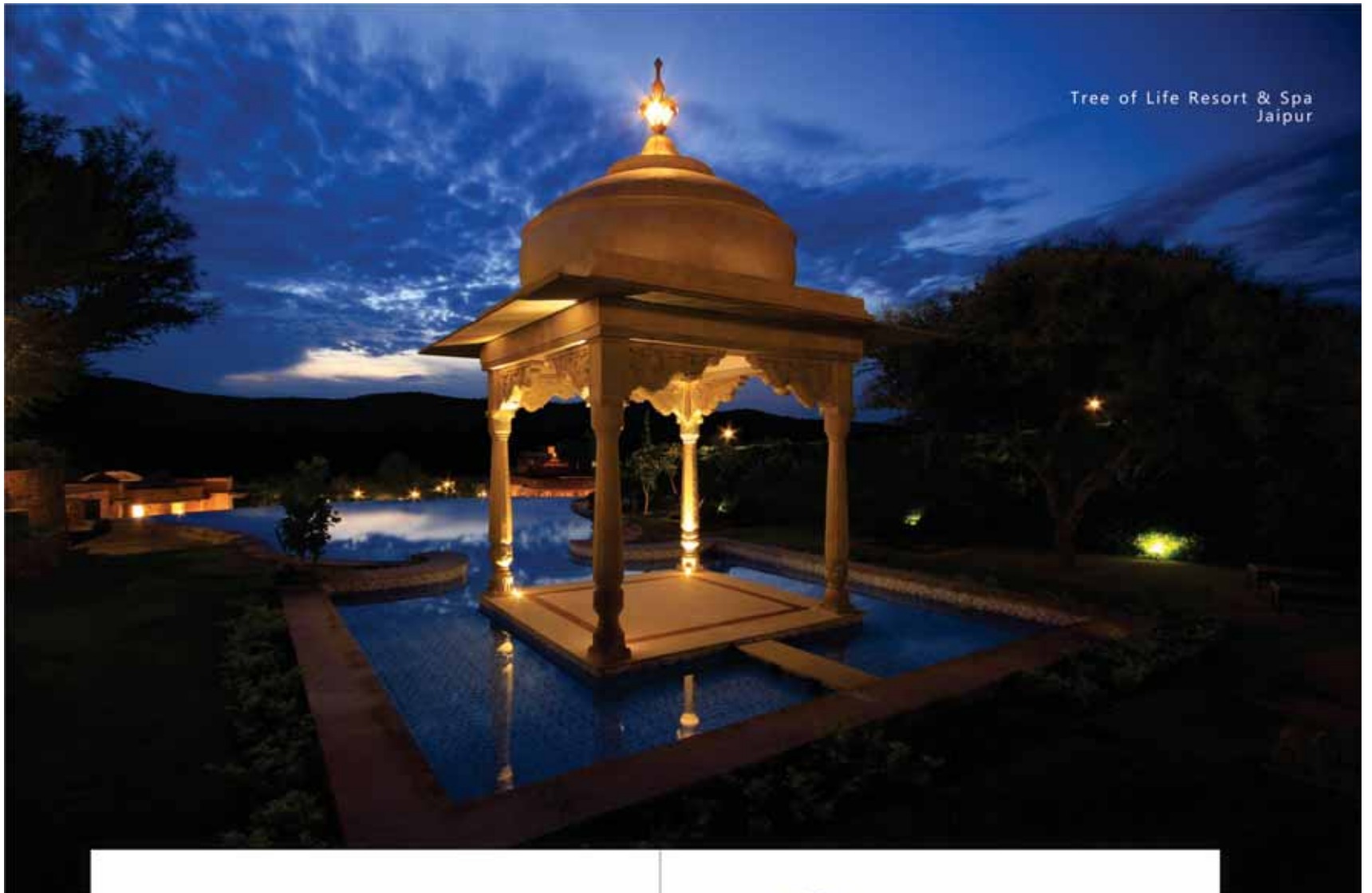
ddppl.com



TRAVTALK

TravTalkIndia.com

Published from : ★ India ★ Middle East



www.treeofliferesorts.com

unwind@treeofliferesorts.com



www.treeleafhospitality.com

getaway@treeleafhospitality.com

Tree of Life Resort & Spa, Jaipur
Tree of Life Resort & Spa, Varanasi

Tree Leaf Vantara Resort & Spa, Udaipur
Tree Leaf Kipling Lodge, Ranthambore
Tree Leaf Marari Sands Beach Resort, Marari
Tree Leaf Grand Oak Manor, Binsar

"Give your clients an experience, not a hotel room. Give your clients space and privacy, not a cramped building. Give your clients calm and serenity, not crowds and noise. Give your clients attention to detail and not standardisation."

AKHIL ANAND

Group Head

'Tree of Life Resorts & Hotels & Tree Leaf Hospitality

Our experiences will soon be coming at Agra, Jodhpur and Goa



bloomSuites | Calangute, Goa



8 award winning hotels operated across 3 industry leading brands

bloomSuites



bloomrooms



bloom BOUTIQUE



INDIA | Goa | New Delhi | Gurugram | Bengaluru

AS SEEN IN



book@staybloom.com

staybloom.com

+91 (0)11 412 25666

Roadmap for growth

The Indian Association of Tour Operators (IATO), through its 34th Annual Convention, aims to address the challenges and explore opportunities on the road ahead to achieve the target of 20 million tourists by 2020.



Manas Dwivedi

The 34th Annual Convention of IATO set to be held in Vishakhapatnam from September 6-9 is perceived as a roadmap to construct a

sustainable path for tourism in India. With its theme 'Mission 20 Million Tourists – Challenges & Possibilities', the association is looking to take tourism in India to greater heights. Briefing more about the convention, **Pronab Sarkar**, President, IATO, says, "This is the third time that we are visiting Andhra Pradesh for our convention. Chief Minister **N Chandrababu Naidu** has very kindly supported us for the convention and confirmed his participation in person on the inauguration day. This year, we want more and more participation from our members."

Inviting registrations in big numbers and assuring a fruitful convention, Sarkar shares, "Looking forward to our

members to participate in big numbers, we have reduced the registration fee and negotiated hotel tariffs for our members. All the sessions during the con-

“We have a session on digital marketing on how to grow business and another one on regional connectivity under Udaan scheme and SEIS for tour operators”

vention are well planned with some cultural programme on each day of the convention.”

Sarkar informs that IATO is expecting participation of the tourism minister and other officials. “**KJ Alphons**, Minister of State (I/C), Tourism has confirmed his participation. For the inaugural session of the convention, **Rashmi Verma**, Secretary, Ministry

of Tourism has also accepted our invitation. For business session on safety of women travellers, **Meenakshi Sharma**, ADG, Ministry of Tourism has

also confirmed her participation,” says Sarkar.

On the tentative programme and sessions, Sarkar says that IATO has planned packed business and knowledge sessions for all the attendees. “Apart from the session on safety of women travellers, we have a session on digital marketing on how to grow business. We are also going to have a session

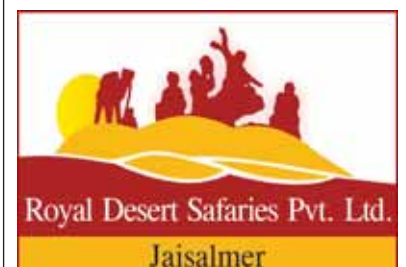
on forex management, regional connectivity under Udaan scheme and SEIS (service export from Indian scheme) for the benefits of tour operators. This will help them know more about availing benefits from the schemes by Government of India,” adds Sarkar.

Talking about the promotion of cruise tourism, Sarkar says, “Cruise tourists arriving with e-visa are now being exempted from biometric enrolment for a period of three years. Due to unavailability of biometric at various ports, it was difficult to continue the service. With repeated follow-ups, the Government has exempted the tourists from this facility till 2020.”

Sarkar also expresses concerns over the hike in visa fee. He says, “This is going to have a negative impact on growth of our inbound tourism. Having written to the Ministry of Tourism and Ministry of External Affairs, we are awaiting some concession on this because some of our neighbouring countries are encashing this opportunity. As our tax rates are high, neighbouring countries are aggressively luring Indian tourists to visit their country with no visa fee. In contrast, we are losing job opportunities.”



Pronab Sarkar, President, IATO





Your One Stop Solution for Thailand (DMC)

Register now for FAM trip



YOUR STAY
BOOK N
RELAX
CLICK AWAY

+91-7574066066
booknrelaxonline@gmail.com

Certified





booknrelax booknrelax relax_book booknrelax

www.booknrelax.online

Safeguarding interests

Rajiv Mehra, Chairman, Convention & Vice President, IATO, briefs about preparations for the Annual Convention whilst expressing views on ASI's hike in entry fee for monuments.



TT Bureau

Head of IATO's 34th Annual Convention at Novotel Visakhapatnam Varun Beach Hotel from September 6-9, the association hopes for registrations in large numbers. Informing more about the progress, **Rajiv Mehra**, Chairman Convention, IATO says, "We have already received around 250 registrations by the first week of August. I have requested our members to register as early as possible."

On the Archaeological Survey of India's (ASI) recent hike in entry fee for 17 protected monuments, Mehra asked the government to take necessary action to protect the interests of tour operators. "In December 2017, ASI had issued a notification regarding the hike to which IATO had objected and a letter was sent to the Ministry of Culture. The



Rajiv Mehra
Chairman - Convention &
Vice President, IATO

hike, which was supposed to be effective from April 1, 2018, was deferred. The

cent hike in entry fee of Taj Mahal looks fair enough but other 'A' category monuments have attracted a hike of 20 per cent. Further, a 50 per cent hike in the entry fee for all 'B' category monuments is unacceptable," says Mehra.

"We have requested the Ministry of Culture to roll back this hike and instead offer a reasonable one. In one of our earlier letters, we had proposed that instead of these steep hikes, ASI can propose a 5 per cent or 10 per cent hike in every two years. The government has

“In one of our earlier letters to the Ministry of Culture, we had proposed that instead of steep hikes, ASI can propose a 5% or 10% hike in every two years”

recent notification regarding the hike has certainly come to us as a surprise. The 10 per

to take necessary actions to achieve the target of 20 million tourists," concludes Mehra.

Addressing key concerns

Rajesh Mudgil, Co-Chairman, Convention & Hony Secretary, IATO, elaborates on the association's focus on the current challenges and exploring possibilities.



TT Bureau

This year's convention theme of IATO is inspired by the challenges the tourism industry is facing to meet the target of 20 million tourists by 2020 set up by the Ministry of Tourism. **Rajesh Mudgil**, Co-Chairman, Convention & Hony Secretary, IATO says this year's convention will be unique in its character and engaging in its format. "We will have good content and interesting business sessions this year. We are trying to move further to a different level by adding quality speakers and allocating more



Rajesh Mudgil
Co-Chairman - Convention & Hony
Secretary, IATO

time for networking," he says.

Talking about challenges in the inbound industry, Mudgil

affirms that overall infrastructure has to be enhanced. "We will deliberate over the challenges we are facing on the road to achieve the

target of 20 million tourists by 2020. We will also figure out the areas that need improvement in terms of infrastructure. Advancements should be made in terms of transportations, hotels and overall infrastructure," tells Mudgil.

He says that this convention is about revitalising the industry to take a holistic approach on challenges and possibilities. "IATO is dedicated in bringing together all the members and travel experts from all over the country to learn, share and network over business sessions related to latest trends in the travel and tourism sector. The sessions during the convention are for the welfare of members to enable them to help grow their business," informs Mudgil.

Mudgil shares that concentrated efforts need to be taken to increase the overall share of tourists in the country.



MEETING YOUR HIGHEST EXPECTATIONS WHILE IN NUBRA



Desert Himalaya is a Luxury Resort nestled in the remote and beautiful Nubra Valley. Due to its unique location in the valley, the Resort offers unparalleled views of the majestic Karakoram and



Ladakh Range. Tucked within the lap of lush green land, surrounded by majestic mountain peaks and gently caressed by crystal clear meandering natural springs, Desert Himalaya offers an experience that encompasses



unmatched luxury, comfort and adventure for its guests. Desert Himalaya Resort offers 2 Ultra luxury Tent Suites, 25 Luxury and 25 Deluxe Tents along with modern attached bath with hot and cold water. Each tent



is tastefully furnished with comfortable beds and mattresses. The tents have spacious verandas, so one can sit back and experience the warm desert sunrise or gaze at the clear night sky above.



Tariff valid from 20 Apr 2018 to 15 Oct 2018

Types of Room	CP	MAP	AP
Ultra luxury	₹ 20,000/-	₹ 20,000/-	₹ 20,000/-
Double Luxury	₹ 8,651/-	₹ 8,910/-	₹ 9,983/-
Single Luxury	₹ 5,990/-	₹ 6,655/-	₹ 7,986/-
Double Deluxe	₹ 7,865/-	₹ 8,107/-	₹ 9,075/-
Single Deluxe	₹ 5,445/-	₹ 6,050/-	₹ 7,260/-

Extra Bed-40% of Rack Rate.

10% Service charges applicable.

Desert Himalaya
Nubra - Ladakh

Delhi: 98, Adhchini, Shri Aurobindo Marg, New Delhi - 110017.
Tel: +91 11 26560222 & 26560223 | Cell: +91 9622774032
Ladhakh: Wisdom Complex, Changspa Bridge, Leh-194101
Tel: +91 1982 253588, 09419177708
deserthimalayaresort@gmail.com www.deserthimalayaresort.com

CONTEMPORARY HOSPITALITY FOR THE DISCERNING TRAVELLER



RETREAT

WELL APPOINTED, STYLISHLY
DESIGNED ROOMS



FEAST

INDULGE IN GLOBAL FARE
INFUSED WITH THE FLAVOURS OF
RICH TRADITION & CULTURE



MEET & CELEBRATE

HOST YOUR EVENT, FORMAL OR
INFORMAL WITH UNSURPASSED
HOSPITALITY



89 Hotels | 19 States | 2 Countries



CLARKS INN GROUP OF HOTELS

For best offers, book online at www.clarksinn.in or call central reservations at 1800 102 9998, 1800 123 4599.

[f](#) [t](#) [in](#) Connect With Clarks Inn Group Of Hotels

Interact, involve and engage

EM Najeeb, Senior Vice President and Chapter Chairman—Southern Region, IATO, is ecstatic about the upcoming convention in Visakhapatnam and claims that both the members and the state of Andhra Pradesh would benefit from the convention by implementing the ideas evolved through special sessions.



Nisha Verma

What can members expect from the upcoming IATO convention?

The IATO National Convention is an annual event that the members of the association and the tourism industry look forward to. Members from across the country gather, meet with industry associates and engage in renewing productive relationships. Leaders of the industry and experts share their

thoughts and knowledge with participants. This exchange triggers creativity and action among the industry stakeholders. Apart from the tour operators, other important verticals of the industry also look at the outcome of the convention and follow the ideas evolved through special sessions relevant to the industry.

What is your opinion on the theme of the convention?

The theme of the 34th IATO Annual Convention 'Mission 20 Million Tourists – Challenges and Possibilities' is the most relevant and appropriate



EM Najeeb
Senior Vice President and Chapter Chairman—Southern Region, IATO

topic for the time when India has set a target of achieving 20 million Foreign Tourist Arrivals (FTAs) by 2021. When we look at the realities, many challenges are to be faced to achieve the target but the tourism industry and the government will join hands together to meet

the challenges and see the possibilities and opportunities that would be opened up as we approach the target. This theme would definitely evoke a lot of enthusiasm among industry players.

“Vizag is an ideal setting for a convention like this because it is an important city in Andhra Pradesh with good connectivity, infrastructure for such a gathering”

As the South India Chairman for IATO, what would you like to say about hosting another convention in the region?

Vizag is a very ideal setting for a convention like this because it is an important city in Andhra Pradesh with good connectivity, infrastructure and

other necessary facilities for such a gathering. Above all, Andhra Pradesh is a state that is very earnestly promoting tourism. The government is very supportive of having this important convention in Vizag.

What kind of initiatives have you taken as the Southern Chapter Chairman for IATO members in the region?

Chairmen of all the Southern State Chapters have been active and working sincerely in delivering good leadership to their chapters. I have always

been in close coordination and interaction with them on all important matters.

What have been the achievements and challenges so far? What is the roadmap ahead for your Chapter?

The Chapters of IATO, though functioning as per the needs of local conditions, primarily follow the policies of the national body. IATO has many sub-committees with different responsibilities under the coordination of the national body. The chapter activities are monitored by the sub-committee assigned for it. IATO works towards working for the professional welfare of tour operators. It also has another objective of promoting 'Destination India' to enrich the tourism industry. 🇮🇳



Don't just travel.....

EXPLORE

Synergi is all about experiences at properties that are off-beat and have a local flavor. Each of these Camps, Retreats & Heritage Homes take their guests to explore traditions, culture, wildlife and more.

RAJASTHAN					GUJARAT	
UTTARAKHAND		MAHARASHTRA	MOBILE CAMPING (The Sunset Desert Camp)			

Office no. 107, B.R. Complex, Opp UNA Enclave, Mayur Vihar, Phase I, New Delhi - 110091
Mobile No: +91 9650633339 • www.synergihospitality.com

COX & KINGS PRESENTS

The earlier you book, the more you can look.

EXPLORE MORE PLACES AT DISCOUNTED PRICES THIS WINTER.



WE WILL
PAY YOUR
GST*

WINTER HOLIDAYS SALE 2018

EXCLUSIVE OFFER

EARLY BIRD DISCOUNTS

Hurry! Limited Period Offer.

CHILD
TRAVELS
FREE*

SPECIAL FEATURES OF COX & KINGS WINTER HOLIDAYS

GUARANTEED
DEPARTURES AVAILABLE

DELICIOUS
INDIAN MEALS

VISA & TRIP
PROTECTION PLAN

EASY EMI OPTIONS
AVAILABLE

EXPERIENCED & QUALIFIED
TOUR MANAGERS

TIPS
INCLUDED

INTERNATIONAL HOLIDAYS STARTING FROM ₹73,600*

**Singapore & Malaysia
Experience** 05 N / 06 D
VISIT: Singapore, Malacca, Kuala Lumpur
₹73,600*

Turkish Getaway
04 N / 05 D
VISIT: Istanbul
₹75,999*

All of Far East
09 N / 10 D • VISIT: Pattaya, Bangkok,
Kuala Lumpur, Singapore
₹91,320*

Egyptian Sojourn
07 N / 08 D
VISIT: Cairo, Nile Cruise, Luxor
₹1,06,999*

POPULAR PACKAGES

**American Glimpse East
Coast** 04 N / 05 D
VISIT: Washington D.C., Corning, Niagara,
New York
₹1,22,999*

European Glimpse
09 N / 010 D • VISIT: France,
Switzerland, Liechtenstein, Austria, Italy
₹1,80,300*

Australian Wonders
07 N / 08 D
VISIT: Gold Coast, Cairns, Sydney
₹1,92,350*

Best of Schengen
12 N / 13 D • VISIT: Italy, Austria,
Liechtenstein, Switzerland, Germany,
The Netherlands, Belgium, France
₹2,13,300*



*Conditions apply

MUMBAI: (022) 22709100 / 30 • AHMEDABAD: +91 8141599111 / 222 / 333 • BANGALORE: (080) 22071000 / 49061000
• CHENNAI: (044) 28209500 / 40059500 • DELHI: (011) 41297900 • GURUGRAM: (0124) 4873700 / 4513200
• HYDERABAD: (040) 44774000 / 44774058 / 07 / 08 • JAIPUR: (0141) 2220060 / 2220061 / 2221236
• KOLKATA: (033) 40183601 / 02 / 03 / 04 / 05 / 13

Is the mission impossible?

IATO's office bearers and Executive Committee (EC) members believe that the theme of the 34th IATO Convention—'Mission 20 Million Tourists: Challenges & Possibilities' is timely and would only stir an attitude amongst members to understand the real hurdles and find alternatives to accomplish goals.



TT Bureau



Ravi Gosain
Treasurer, IATO

“If we go with the size of India and what we have to offer to the world, even this figure of 20 million doesn't justify. We have to set much higher targets in terms of tourist arrivals in India because it will motivate the industry to work harder. We have to analyse the case studies of different countries in the world who are doing well in world tourism arrival. There must be a great synergy between MOT, state tourism departments and the travel industry to find out the shortcomings and use all our resources in the right direction.”



Rajnish Kaistha
Honorary Joint Secretary,
IATO

“The IATO theme this year aims to discuss the challenges for achieving 20 million tourists in the year 2020. Well, it's a tall order, but both the MOT and our industry is looking ways and means to make it come through, if not in years, then at least in five years. The government is taking formidable steps like India Tourism Mart, which should become an annual feature. Bottlenecks exist like the Indian image abroad, air connectivity, higher taxation on hotels and transport, etc. We have taken up these issues with the government and need to further push the agenda.”



Raj Bajaj
EC Member
IATO

“We want to fulfil the dream of our government to have 20 million inbound tourists by 2020. The travel fraternity with the support of MOT is organising the first-ever India Tourism Mart from September 16-19, 2018 in Delhi besides various conclaves hosted by the MOT in co-partnership with state governments such as North East Tourism Conclave, Buddhist Tourism Conclave, etc to ensure sustainability of round-the-year tourist arrivals. Even private partners are organising exhibitions on a large-scale where buyers from overseas countries are showing keen interest.”

“Keeping in mind that the Minister of Tourism's vision to achieve a target of 20 million tourists, the theme is relevant and appropriate. Therefore, it is our endeavour to dwell on this subject seriously and explore the possibilities and challenges for overall benefit of the industry. Through our sessions like 'Digital Marketing', 'Marketing Vision', 'Plan of Ministry of Tourism' by Suman Billa; 'Change Your Mindset: How to grow your business' on the theme of the convention, it would be a great opportunity for our fellow colleagues and members to educate themselves on various issues, which may enhance their business share from the overall increase of the Indian tourism industry.”



Deepak Bhatnagar
EC Member, IATO

Contd. on page 20 ►



SAI HOLIDAYS

**We specialise in
Northeast India
packages for:**

**Arunachal Pradesh, Assam,
Manipur, Meghalaya,
Mizoram, Nagaland,
Sikkim and Tripura**

**Sai Holidays, 203, Gajendra Apt,
Vijaya Complex, Survey, Beltola Road,
Near Hero Showroom, Guwahati - 781028, Assam, India.
saiholidays@saimail.com, + 91 9706002353**

www.sai-holidays.com

Beach

Romantic

Camping

Adventure

Kids Special

Bollywood

**Theme
Holidays**

{BE} LONG

*- To Rajasthan -
like never before*




MANA
HOTELS
KUMBHALGARH | RANAKPUR



MANA RANAKPUR

49 Rooms • Design Hotel • Conferences
Swimming Pool • Weddings

MANA KUMBHALGARH

27 Rooms • Jungle Resort • Conferences
Swimming Pool

EXPERIENCES

Ranakpur Jain Temple • Kumbhalgarh Fort
Trekking • Leopard Safari • Culinary experiences
Community involvement



p. +91 11 48080000
e. book@manahotels.in w. www.manahotels.in

Goa is 'Bloom'ing with novelty

This mid-market hotel brand has had a successful start in India with launches in Delhi, Bengaluru and Goa. **Tom Welbury**, Vice President (Strategy), Bloom Hotel Group, discusses the business model, its growth strategy and its new 130-key bloomSuites in Calangute.



TT Bureau

QWhat are the USPs of your latest hotel bloomSuites, Calangute in Goa?

Bloom is known for picking the best locations in each of its respective markets, whether it is being bang on 100 Feet Rd Indiranagar in Bengaluru or a stone's throw from New Delhi Railway Station and this is no different for Goa where we have a prime location walking distance from Calangute beach.

With an inventory of 130 keys, including 75 rooms and 55 suites, the hotel is able to cater to all segments from single travellers to families. Boasting of Calangute's largest pillar-less conference/banquet hall, the hotel is quickly becoming a popular MICE destination.

QHow do you deal with competition in a highly competitive market like Goa?

Bloom is spearheading the gentrification of Calangute with a completely fresh approach to mid-market hotels, bringing world-class facilities at affordable rates. Travellers are now demanding

a lot more from their hotels and Bloom is delivering with great success through a highly innovative and contemporary design concept, building on Calangute's gradual evolution from mass market to a chic destination.

during the launch of the hotel, we ran introductory pricing with our preferred online and offline partners. Feedback to date has been outstanding from all our channel partners.

“Bloom is spearheading the gentrification of Calangute with a fresh approach to mid-market hotels, bringing world-class facilities at affordable rates”

QWhat kind of promotional strategies are you adopting to create visibility for your Goa property?

When you have a quality product, you don't need to focus much on promotions but rather, let guests speak about the hotel. That said,

QHow are you engaging with travel agents to boost the sales of the Goa property?

Over the past six years, we have consistently delivered top-of-segment performance for each of our partners, which has led to deep relationships that we have



Tom Welbury
Vice President (Strategy)
Bloom Hotel Group

QWhat kind of growth have you seen in the last one year?

Coming off the back of a blended occupancy of more than 80 per cent across the group in FY16/17, the team is set to deliver revenue growth of 20-plus per cent across the same hotels in FY17/18, which is a phenomenal achievement. We are RevPar leader in our category and stay away from discount-led success.

QWhat was the reason behind participating in the IATO convention?

This will be our first time attending an IATO convention. Our objective is to finally unveil the Bloom brand to a wider audience and potentially identify the right partners for our pan-India hotel portfolio.

extended into the Goa market. There is also a priority placed with selected partners in the charter market. Our contemporary design and fresh service approach has been greatly appreciated by the international inbound travellers.



Every Wednesday

LADIES Night

CHANCES RESORT & CASINO, Vaiguinim Valley, 184-189, Machado's Cove, Dona Paula, Goa - 403 004 Mob: +91 8007778077

For Casino Booking Enquires contact Kishan/Stella/Vanita – Casino Mobile: +919545552205, +919545552206 Ph: 0832-2452201 – Ext. 64.
For Room Reservations contact Angela Sequeira - Business Development Manager, Front Office
Mobile: +91 9545552201, Ph: 0832-2452201-04, Email: reservations@chancesgoa.com

www.chancesgoa.com

Hotels prefer PreferTrip

PreferTrip has a team of experts which follows a mantra based on four Ps: Place, Partnerships, Promotion and Product. It also has a PreferTrip CorporateConnect Program for corporate clients.



TT Bureau

PreferTrip is a hotel marketing and revenue management organisation that provides services aimed at increasing hotel sales (leisure and corporate) by implementing market-proven best marketing, operational and revenue management strategies with an emphasis on customer satisfaction to independent stand-alone hotels and branded properties.



Virender Pal Singh
Chief Operating Officer
PreferTrip

Having started operations in 2013, PreferTrip team with collective hospitality experience of more than 100 years has exclusive partnerships with leading hotel brands across India. PreferTrip has launched its own hotel brand called PreferInn in Gurugram to cater to the needs of corporates and long-staying travellers.

Virender Pal Singh, Chief Operating Officer, PreferTrip, says, "We have initiated many programmes targeting corporate users to make their stay as memorable as possible. A happy customer is a repeat customer. Currently, we are working to promote our new offering Prefer Trip Experience, a platform for hotels to promote its ancillary

services to guests apart from room services. Some of them are conference and meeting room discounts, F&B, spa, gym and yoga classes, access to exclusive shows, pick up/drop facility, complementary dinner or lunch and much more. Services offered can be in the form of coupon code or

offers to buy online or later at the hotel."

Market study has proved that guests generally prefer hotels where such in-house services or perks are available. This is a unique platform being offered to partnered hotels and PreferTrip will not charge

hotels to list these services.

Prefertrip has a team of hoteliers, marketing, operational and F&B experts and they follow a mantra based on four Ps: Place, Partnerships, Promotion and Product. This means that they identify hidden gems in terms of great hotels

and boutique resorts and tie up with few hotels per category, per location and increase its presence in the market. They also identify one point of contact at the hotel and review services to mark it as a PreferTrip guarantee. In terms of promotion, the team creates a market segmentation to

identify the right customer and strengthens its online presence by creating blogs and promotional content. They market the hotel exclusively to corporates by adding it as a member of PreferTrip CorporateConnect Program. A PreferTrip Experience allows hotels to offer its ancillary services.



2 nights/3 days starting at ₹14,000 plus taxes

- Accommodation on double occupancy • Welcome refreshments
- Complimentary access to the swimming pool, gymnasium and recreation room
- 20% discount on spa • 20% discount on additional food & beverages
- Wildlife movies and morning yoga sessions

T&C apply. Government taxes as applicable.

NAMAHA, Jim Corbett National Park

Dhikuli, Ramnagar, District – Nainital, Uttarakhand – 244715, India

T: +91 5947 266 666 | F: +91 5947 284 346

www.namah.in | reservations.corbet@namah.in



Growing by leaps and bounds

Mukesh Kumar Meena, Secretary—Tourism and Culture, Government of Andhra Pradesh, lauds the growth of tourism in Andhra Pradesh under its Chief Minister N Chandrababu Naidu.



TT Bureau

The government of Andhra Pradesh is excited to have partnered with IATO, the apex body of incoming tour operators in India, for its 34th Annual Convention being organised in Vishakhapatnam. **Mukesh Kumar Meena**, Secretary—Tourism and Culture, Government of Andhra Pradesh says that the convention will create a lot of opportunities for the tourism industry in the state. "Being held in association with the government of Andhra Pradesh, this convention is set to create ample opportunities for the tourism industry in Andhra Pradesh. This is the best opportunity to interact with people of other parts of the country and simultaneously expose around 2000 delegates to



Mukesh Kumar Meena
Secretary—Tourism and Culture
Government of Andhra Pradesh

the beauty of Vishakhapatnam, the cleanest city in Andhra Pradesh."

"This is an attempt, by the state government along with IATO to popularise and promote the state of Andhra Pradesh and its tourism destinations. We want to show-

case what Andhra Pradesh has to offer and at the same time provide opportunity to all the IATO members from across India in knowing the places and specialities here," adds Meena.

Applauding the leadership and contribution of Naidu, Meena says that tourism has grown by leaps and bounds in the state. "After Naidu took charge of the bifurcated state, there has been a lot of development in tourism under his leadership. We have experienced around 20 per cent jump in the footfall of domestic tourists. In 2014, the domestic tourist footfall in state was around 9.8 crore which by 2017, increased to 15.57 crore. So there has been a huge growth in the number of tourists over the last couple of years.



Talking about the inbound market, Meena says, "Foreign tourist arrival in terms of absolute numbers may be low, but it is definitely increasing. It has increased from 70 thousand to 2.7 lakh at present. In another two years, we expect it to increase by 5 lakh."

Meena says that this IATO convention would give a boost to tourism sector in the

state and help contribute to the national discussion process on tourism. "Andhra Pradesh's strength is primarily culture-oriented. But new forms like ethnic tourism, Buddhist tourism, ecotourism and MICE tourism have gained momentum in the state," he says.

"Visakhapatnam can attract Buddhist tourists from

all over the world. Post-convention tours for members would be conducted to enable them to gain first-hand knowledge of the Buddhist sites. The convention would increase the international and domestic tourists' arrivals in the state. It would also boost economic growth and create new jobs," Meena added.

Focus on dedicated services

Akhil Anand, Group Head, Tree of Life Resorts & Hotels, shares how the company aims to reach a portfolio count of nine in a year and why both inbound and domestic business is important for its growth.



TT Bureau

The latest addition to brand Tree Leaf is the Tree Leaf Kipling Lodge in Ranthambore. An excited **Akhil Anand**, Group Head, Tree of Life Resorts & Hotels, says, "This addition further strengthens our positioning of this brand in the experiential space. We have also added Varanasi to the Tree of Life portfolio about eight months ago with forward bookings for the winter season looking extremely strong here. For us, the next one year will be more of consolidation with limited expansion – we have our hands

quite full with our current six properties. We are also in talks with a boutique property in Jodhpur and Goa under Tree Leaf. With three acres of land in Agra, we'll take a decision on what we plan to do there under the Tree of Life brand. We are also looking at various options in Madhya Pradesh along with MP Tourism."

Commenting on what makes Tree of Life and Tree Leaf Hospitality brand different, Anand says, "Our properties under both these brands are located in calm and serene surroundings with a short drive away from the city centres. The properties have an inventory of 10 to 20 keys with a focus on personalised service. Both our brands are pet-friendly and



Akhil Anand
Group Head
Tree of Life Resorts & Hotels

believe in involving the local community— around 10 per cent of our staff are from the immediate neighbourhood."

Anand asserts that the Tree of Life properties completely redefine personalised service to a whole new level. he mentions, "In terms of hardware, each of the Tree of Life properties are meticulously planned and conceptualised. Detailing happens at

every step of construction. Our Tree Leaf properties are more outgoing, casual and fall in a lower price bracket as compared to Tree of Life. I believe that Tree Leaf will grow at a faster pace than Tree of Life."

Despite GST concerns in hospitality, Anand says, "What kept us going was the size of our properties and our

improvement in EBIDTA over last year until now. While summers continue to be a concern, the coming winter season is looking good for us across all locations and we expect this plus 10 per cent top line growth to continue. Aiming to grow our portfolio to nine operational properties within the next year, we are also considering looking at

the inbound segment across all locations. "All of our locations must have this sort of a mix, except Binsar that is mostly domestic oriented. To boost this, I think it is very important for us to reach out to foreign operators and continue to keep them updated on the new products and experiences," shares Anand.

“ While summers continue to be a concern, the coming winter season is looking good for us across all locations and we expect this plus 10 per cent top line growth to continue ”

ability to make adjustments to keep our operating expenses under control. Despite these obstacles, I am happy to report satisfactory growth in terms of our revenue across all properties and a marked

international destinations close to home such as Sri Lanka, Nepal and Mauritius."

He mentions that about 60 per cent of their guests in winter continue to be from

Growth Story

Despite GST concerns in hospitality, all the properties of the brand reported satisfactory growth in terms of its revenue and a marked improvement in EBIDTA over last year until now

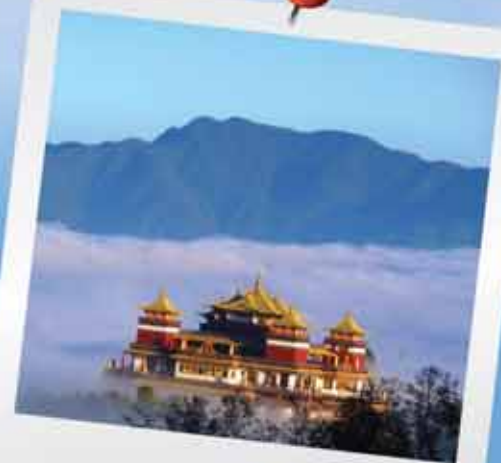
Aiming to grow its portfolio to nine operational properties within the next year, the brand is also looking at international destinations



ABH TOURISM

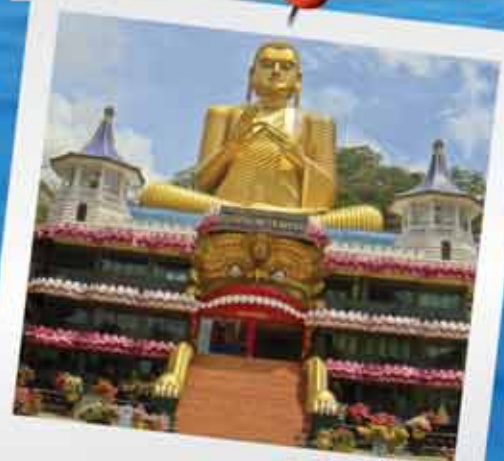
A GLOBAL GROUND HANDLING MANAGEMENT COMPANY

ANDAMAN & NICOBAR ISLAND, NORTH EAST, BHUTAN, NEPAL, MALDIVES & SRI LANKA



WE OFFER

- TRANSPORT
- SHIP TICKETS
- WATER SPORTS
- SCUBA DIVING
- HELICOPTER AND SEA PLANE TICKETS
- GUIDE SERVICES
- FISHING
- TRACKING
- HOTEL BOOKINGS
- HONEYMOON PACKAGES
- CYCLE TOURS



CORPORATE OFFICE:

ABH Tourism

(A unit of Alliance Business House Pvt Ltd)
108, Tamoor Nagar, New Friends Colony, New Delhi-110065
Tel: 011-269369773, 74, 75, 76 & 26131270
Mob: +91 9599298884, 9599298882
email: info@abhtourism.com

SALES OFFICES

NEW DELHI, MUMBAI, AHMEDABAD, CHENNAI, BANGALORE & KOLKATA

www.abhtourism.com

Members pin hopes on IATO

The IATO Convention brings together members from around the country on one platform to engage, network and deliberate over issues plaguing the inbound industry. Find out what members from different regions expect from the convention and the myriad issues and concerns they want to ponder on.



TT Bureau



Atul Rai
MD, Ananya Tours

“The convention should create a platform where maximum number of members are given an opportunity to interact. Sessions and speakers should be announced well in advance. The convention should not be a revenue generation exercise. It should rather address the fact that despite all efforts made by the government for e-visa, why is the cake size not increasing exponentially for the market? What is the challenge that Indian inbound is facing?”



Lajpat Rai
MD, Lotus Trans Travels and Lotus Nikko Hotels

“The theme of the convention is to work towards a target. However, my question is how to achieve this as the infrastructure development in terms of railways and roads is not good. Expectations depend on how we can increase the business for members. Only then we can think of such a target. We must discuss to explore new destinations. For so long, people are selling the same itineraries in which three-four sectors are being oversold. Nobody is selling Northeast, Jharkhand and other relatively unknown destinations, which have a lot of potential and experiences.”



Homa Mistry
CEO
Trail Blazer Tours

It's a good PR activity every year, where we can know what's happening in the industry in a short span of time. Secondly, it's a great platform to meet all the hoteliers around the country. In fact, all the vendors we do business with are also lined up at the convention and we get an opportunity to interact and discuss things with them. In terms of topics being discussed, we need to focus on GST, because as a tour operator, we do all the marketing, travelling to various travel shows around the world and get the business to the hotels. However, it's not a level playing field.”

“At this IATO Convention, I want the national body to realise that the inbound numbers are not growing and we are far behind our neighbouring countries despite e-visa facilitation. We need to make the e-visa procedure more user-friendly to attract inbound growth and instil confidence among various nations that India is safe and truly valuable for authentic experiences. Awareness of tourism is lacking within our local community and IATO must find ways to address this solution with various state governments. Digital medium is playing an important role and opening up challenges to offer travellers with innovative products that are authentic.”



Benjamine Simon
Managing Director
Travel Link, Bhubaneswar

“This year, I feel, the discussions should focus on the tourist. We need to empower the tourist with the infrastructure that would ease his travel. Infrastructure connectivity needs to be streamlined with vehicles available at entry points. Multilingual guides with good knowledge of our archaeological sites and monuments are required across India. We also need to bring about a synergy between all the stakeholders that can enable an increased footfall to India. What we need is a calendar showcasing it and a synergy among the operators to increase footfalls.”



Vasuki Sundaram
Founder
Wings Travel & Tours

“We expect this year's IATO convention to throw some light on the future aspects of inbound tourism in India. Today, a foreign tourist does not want a regular sightseeing tour or an excursion as was the case some years ago. Times have changed and our clients today want to experience each city that India as a destination has to offer in abundance. We also want this convention to highlight the issue of projecting India as a safe destination. Often, much is written about India without checking the facts and without much reverence to our country.”



Wasim Shaikh
Director
Active Holidays



Srikant Mishra
Managing Director, Alternative Tours, Bhubaneswar

“IATO should focus more on promoting destinations other than circuits, which are already popular. For this, they should discuss with respective governments and market the product in overseas travel marts or mention them in their brochures. IATO should also discuss the problems faced by small operators after GST implementation. Apart from the associates with whom we are working for a long time, we also receive considerable business through social media, reviews of travellers in travel websites, etc. We have realised that a fraction of cost invested in digital marketing is much worth than travelling.”



Supratim Basu
Founder Director
Help Tourism, Siliguri

“The future of India is in rural tourism, which will help to conserve our tradition and heritage, bring our villages to the mainstream and connect them to the world. It should reduce youth migration, create better education and health facilities, where locally-owned homestays will be the currency. Today, the travel and hospitality industry in India is strong, organised and responsible, it is more than necessary for the national and state governments to sit with industry members and work on implementable tourism policies which will help in sustainable development.”



Rajat Bagaria
Managing Director
Shrishti Tour and Travels

“There are lot of issues which need urgent attention. IATO has been playing a vital role in getting the GST rationalised. Currently, the hotels are only charging IGST and clients from other states are not able to claim Cenvat Credit of IGST charged by hotels. We need the government to tackle this issue on an urgent basis. It also needs to protect the inbound travel trade. Countries around the world have created a healthy business atmosphere for their local trade. With too much transparency, the inbound agents face a daunting task in getting inquiry conversions.”



“The convention should discuss the new challenges and opportunities in the tourism industry. Regional level interaction with railways and IATO can add new dimensions to tourism in the country.

K N Shastry
Managing Director
New Allied Tours & Travels

The pre-condition for this is certain level of regional autonomy for the railway official. It is also hoped that the new national transport policy will help in professionalising interstate passenger transport.”

“IATO needs to focus more on marketing India as an incredible destination to the tour operators' community across the world. We need to generate interests to India by creating interesting stories. 29 visual stories from 29 states need to be created by IATO by using its members and promote to the global tour operator community to promote India as a destination of diversity. Storytelling is the best way to attract attention of potential travellers. Kerala needs support from IATO in a big way to revive tourism and it is time to show how tour operators' initiatives can revive destinations affected by natural calamity.”



Anish Kumar P K
CEO, The Travel Planners
President - ATTOI

“As the theme suggests, nothing is impossible for the tourism industry. Now who makes it possible is big question— we the tour operators are doing our best but who does the rest? We need support from government, Ministry of Tourism, tax department and the hospitality industry. IATO has been pushing to bring tourism in lower bracket of GST and there has been progress in this regard. Similarly, MOT has to pitch in to save us from issues like GST, guides, entry fee, port related issues and basic infrastructure at all tourism places and more. Cruise tourism is blooming, though there is a late realisation by the government about its potential and contribution to the tourism sector. More people are looking for a unique thrill in holidays. Hence, we ought to think out-of-the-box and jump into the race.”



Eulalia D'Souza
Proprietor
Lia Travels & Tours



Redefining heritage properties

Welcoming guests from both India and outside, WelcomHeritage is expanding its portfolio every year, while making sure that the local population is equipped with necessary skills.



TT Bureau

With its latest properties, WelcomHeritage is offering its guests great natural surroundings and old-world hospitality. **Sunil Gupta**, CEO, WelcomHeritage, shares details, saying, "We had, a couple of months ago, flagged off a boutique hotel - WelcomHeritage Ashdale in Nainital, Uttarakhand which is an old Manor from the British era. Nestled amidst green oaks, deodars and a beautiful kidney shaped lake reflecting the green from the densely forested hills surrounding it,



Sunil Gupta
CEO
WelcomHeritage

the property is an 18th century bungalow with outhouses and a tennis court. Another property under the nature resort category is WelcomHeritage Ayatana in Somwarpet, Coorg, Karnataka. Set amidst 100 acres of lush forest and a private waterfall, the resort features 53 exquisite rooms, an infinity pool and a picturesque view of Coorg's dreamy escapes."

The brand will launch two new properties in the coming months—one in Tadoba and the other one in Udaipurwadi, revealed **Sanjeev K Nayar**, General Manager—MIH, WelcomHeritage.

In fact, the brand is known for its boutique heritage properties

in offbeat destinations, especially in Tier-II and III markets. "Our aim is to promote India's regional culture, tradition, cuisine and local flavour by encouraging and advising owners on restoration of the heritage properties. The endeavour is to add more unique and offbeat

destinations to provide comfortable accommodation and an enriching local environment which can offer guests a unique experience," explained Gupta.

Nayar claimed that they have been able to sustain the occupancies as last year for the

past five months of this fiscal year. "During the summer months, the occupancies take a dip in Rajasthan and other northern states except the hill properties. We are quite optimistic about the business scenario from October onwards," he shared.

In terms of inbound tourists, Nayar said, "We have had a fairly decent percentage of foreign tourists at our properties besides witnessing growth in Indian travellers. The current ratio of foreigners:Indians is 35:65 approximately." 🇮🇳



Sanjeev K Nayar
General Manager—MIH
WelcomHeritage

TOURISM ENTERPRISES

International DMC with India office

Netherlands

France

Germany

Switzerland

Vietnam, Cambodia, Laos and Myanmar

Greece

Morocco

OUR PARTNERS

SAFFRON WORLD DESTINATION MANAGEMENT COMPANY West Europe	BOHEMIA Discover Balkans - Bulgaria, Macedonia & Serbia	Europea .travel Central Europe	HELLO ASIA TRAVEL Vietnam, Laos, Cambodia & Myanmar	GEO South America
kti Morocco	HARVARD Dubai	TCLanka Sri Lanka	TRAVELWAY Greece	ROLANDIA Romania

Delhi - Utakarsh : +91 9999807969 / Ganesh : +91 8700503384
 Mumbai - 022 43472661

operations@tourismenterprises.com
 www.tourismenterprises.com



Introducing

An exclusive business platform for all

Travel Allied Service Providers

Travel

ALLIED SHOW

Feb 23-24, 2019

Who can Exhibit:

- Visa Facilitation Service Providers
- International SIM Card Providers
- Transport Service Providers
- Breweries
- Camping Services
- Food and Beverage Experiences
- Event Memorabilia
- Hostess, emcee and artist organisers
- Foreign Exchange Service Providers
- Overseas Travel Card Providers
- Visitor Attractions
- Golfing Tours
- Homestays
- Travel Luggage Providers
- App Providers
- Bespoke Tours

To exhibit, please contact:

sarika@ddppl.com +91-9810191852
punam.singh@gmail.com +91-9811158785
sonia.guru@ddppl.com +91-8800396009

Media Partners



Camping at Ardh Kumbh

Synergi Hospitality's effort to promote offbeat locations and properties is gaining momentum. The company is now looking at creating a camp site at Ardh Kumbh in Allahabad since mobile camping is the only way to ensure comfortable accommodation at remote areas for its experiential clients.



TT Bureau

Synergi Hospitality is all about offbeat and experiential stays. The properties it promotes are off-road, in wilderness or remote areas and connect a guest to the natural surroundings of that area. Elaborating about the ethos of the company, **Shruti Pandey**, Founder, Synergi Hospitality, says, "Every wilderness enthusiast is our guest. Those willing to travel away from the normal trail of tourism route, discover



Shruti Pandey
Founder
Synergi Hospitality

the terrain and its habitats are the ones whom we look forward to connecting with."

Synergi Hospitality has, over the years, seen increased strength and growth in its efforts to promote offbeat locations and properties in North India. Since then, many new destinations and experiences have been added, she says. The company recently conducted a promotional activity of Gujarat through a familiarisation trip for tour operators. "It was received very well. In fact, we have already started receiving requests for the next tour. Something new is the preparation for creating a camp at Ardh

Kumbh, Allahabad in 2019. Mobile camping is the only way of ensuring comfortable accommodation at offbeat areas. A lot of bird watching promotions are also in the pipeline," Pandey reveals.

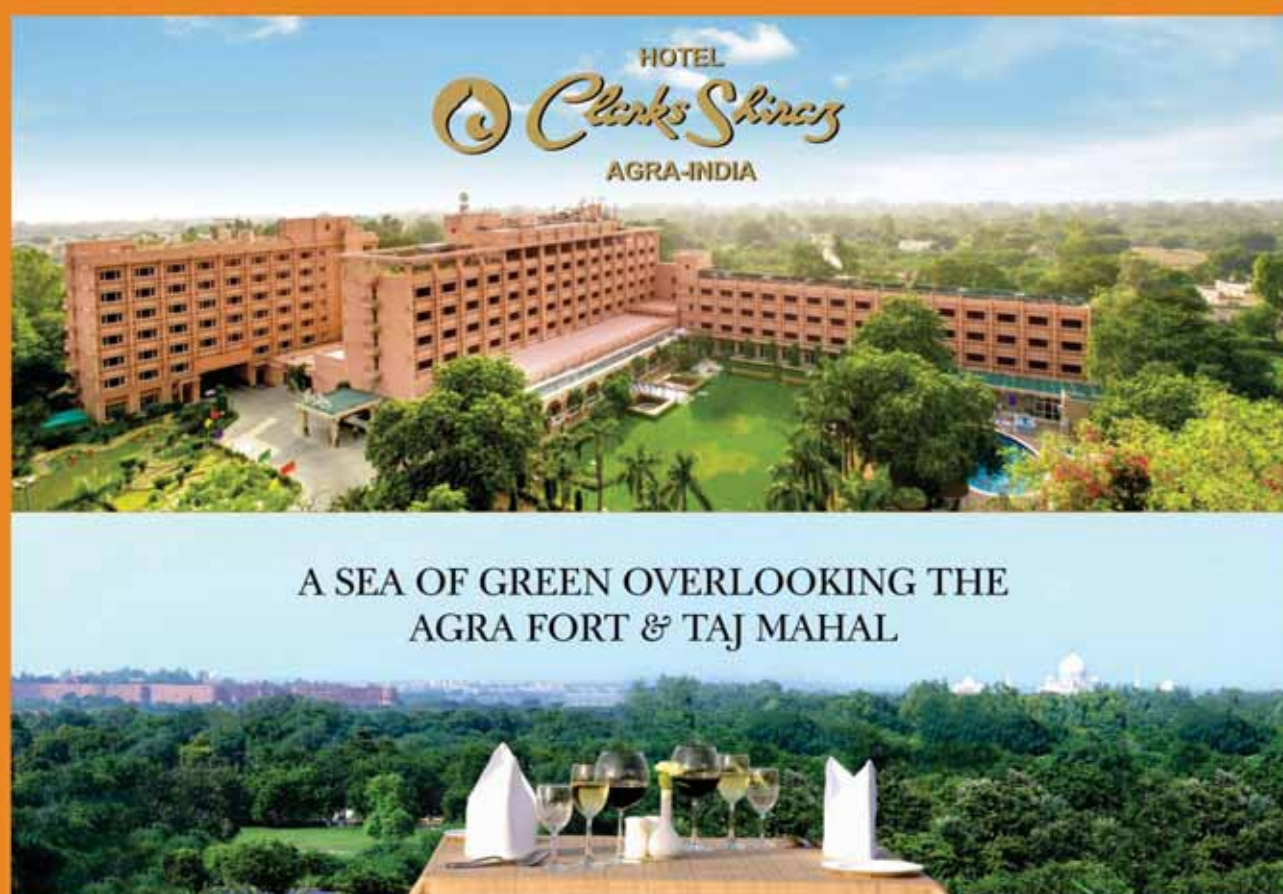
Speaking about the challenges the company faces with regards to international guest bookings done through agents, Pandey says that the agents need to be briefed well about the property, its location

and the facilities available. "Since these properties are experiential, a guest can get miffed if not explained about the character of the place. All said, however, we have not faced any such problem with

our trade partners till now," Pandey adds.

Synergi Hospitality participates in the annual IATO convention because it feels this is the best platform to connect to the entire

trade fraternity. "It almost feels like a celebration of tourism which connects tour operators from across India under one roof, sharing experiences, concerns and ways for moving forward," she says.



Awarded Best Leisure & MiCE Resort 2017 (India Travel Awards-North)

Awarded Best Wedding and MiCE Resort 2017 (India Hospitality Awards)

Hotel Clarks Shiraz ★★★★★

54, Taj Road, Agra 282 001, India

Phone: (+91-562) 2226121-29

E-mail: sales@hotelclarks.in, resv@hotelclarks.in

Website: www.hotelclarksshiraz.com



Proudly associated with **PALACE ON WHEELS**



follow us on



Your ideal retreat

Offering the best in hospitality to its guests, Pine Touch Retreat in Darjeeling is a treat for nature lovers with great views of the mountains and surrounded by pine trees.



TT Bureau

Located near the Mall, Pine Touch Retreat enjoys one of the best locations in Darjeeling. Surrounded by pine trees, the property offers brilliant views of the mountains.

K Mukherjee, Pine Touch Retreat, Darjeeling shared, "The property is three-storeyed and has 10 well-equipped rooms with attached bathrooms offering 24 hours



K Mukherjee
Pine Touch Retreat, Darjeeling

“The USP of the property is roof top, which allows guests to relish the surroundings around”

hot water facility to guests. Many rooms offer mountain views while others have a balcony with a mountain view.”

Guests at the property can enjoy breakfast on rooftop and

relish the 180-degree view of the mountains. “The USP of the property is roof top, which allows guests to relish the surroundings around. The hotel has Wi-Fi, room service, sight-seeing facility and great

food and beverage options. We also provide pick-up and drop facility from Bagdogra Airport and New Jalpaiguri Station for guests. What stands out is our competitive prices as compared to the location we have,” said Mukherjee.

He claimed that despite Darjeeling being one of the most popular tourist destinations in India, people make a choice to stay around nature. “Our property offers just that as we are surrounded by natural bounty and pine trees,” he shared.

Since the hotel is new, there has not been many international guests yet. “We have seen an increase of 20 per cent in the past year. We are doing media promotions and participating in tourism fairs for creating awareness. We pay commissions to agents who get business to us,” he asserted.

Take Chances here

The first casino hotel in Goa, Chances Resort & Casino has expanded its appeal to not just regular players but also families, FITs and even MiCE groups.



TT Bureau

Housing the oldest casino in Goa, Chances Resort & Casino (the erstwhile Vainquim Valley Resort) is a boutique property located in Dona Paula. But this is not its only claim to fame. Another USP that it boasts of is that it not only gives an overwhelming view of the Vainquim valley but it is also walking distance from the beach. It is also centrally located and equidistant to the north and south of Goa.

Speaking about how the resort has grown its appeal over the years, **Vivek Pathiyan**, General Manager, Chances Resort & Casino, says, “We started as a casino hotel 23 years ago as the first casino in Goa. But our clientele has expanded since then to include families, FITs and even MiCE movement. We



Vivek Pathiyan
General Manager
Chances Resort & Casino

recently did a conference for IndiGo employees.” Chances Casino is now renovating its casino and lobby as the resort and casino complete 23 years of operation.

The group, owned by Dr William Britto, renovated and upgraded its casino three years ago. “Most of our guests are local and domestic

tourists. Majority of them are from Hyderabad and most of the casino players are also originally from Hyderabad. We have about 60-75 per cent occupancy at any given point of time, specially the weekends,” Pathiyan says.

The resort has 53 guest rooms and suites, combining both Goan and Portuguese styles. Its restaurant ‘Samarkand’ offers fusion cuisine with a new and exciting menu every 15 days. The resort has also re-introduced its 24-hour café as well as its ayurvedic spa called ‘The Leaf’.

Key Markets

International guests at Chances Resort & Casino form about 20 per cent of the clientele during the peak season

Varanasi on roadmap

Rashid Khan, Managing Director, Buddha Holidays, wants IATO to be more active in Varanasi and conduct a membership drive there.



TT Bureau

With maximum focus on inbound tourism, Buddha Holidays located in Varanasi targets leisure tourists and pilgrims to an extent. While it does offer Buddhist circuit tours, it also sells holiday packages and its main clients come from Hong Kong and Thailand. Sharing this is **Rashid Khan**, Managing Director, Buddha Holidays, who feels that the holy city has so far been ignored by the association.

“Since I have been a part of IATO, I have not seen any of



Rashid Khan
Managing Director
Buddha Holidays

its conventions being held in Varanasi, one of the main cities for inbound traffic receiving more than four lakh foreign tourists per year. I have

requested the association to hold its next convention here and the president has assured me that the team will consider it. We have superb

venues for such a large-scale event, and if the conventions can be held in small cities like Indore and Bhubaneswar then why not Varanasi,” he questions.

Khan has been attending IATO conventions since the last 10 years. He finds that these events offer a great opportunity for members to network and meet with members from other states and chapters. It also offers a huge scope to expand business. He adds, “I wish IATO was more active in Varanasi. Currently, there are only 10-12 IATO members here so they need to conduct a membership drive here. They also need to have a good leader in place in Varanasi who can form a bridge between the association and the members here to establish a smooth connect between them. They could perhaps look at choosing a Chapter Chairman from Varanasi for the next term.”



Going jüSTa right

With new hotels on the cards, jüSTa Hotels & Resorts is set to offer new experiences, especially when both inbound and domestic markets need to be tapped aggressively.



TT Bureau

jüSTa Hotels & Resorts has signed up two hotels this year, revealed **Rohit Katyal**, National Sales Head, jüSTa Hotels & Resorts. “The first one opened up early this year in Udaipur as jüSTa Sajjangarh Udaipur and second one as jüSTa Atrio in Delhi, a resort spread across five acres of area,” he shared.

The brand is coming up with another property in the national capital. “We are working on a greenfield project in Delhi and hopefully by the end of the year, we should be ready with another hotel in South Delhi. This will be a designer hotel keeping niche segment requirements in mind,” shared Katyal.

Going forward, as part of its expansion plan, jüSTa Hotels & Resorts is planning to consolidate and open new hotels with a minimum of 50-60



Rohit Katyal
National Sales Head
jüSTa Hotels & Resorts

keys in cities where they have existing hotels and look for opportunities to expand in Tier-II and III cities. These markets would certainly contribute to their growth. “With so many mid-scale hotel companies operating in metro cities, we feel there is huge potential to expand in Tier-II or III cities where there is scope of better occupancy and ADR throughout the year,” insisted Katyal.

Sharing their figures of growth, Katyal said, “We have witnessed an increase of 8-10 per cent occupancy in the last one year and about 10 per cent in ADR across cities. We are hopeful that the next quarter will be equally promising as there is a surge in overall requirements from multiple business segments.”

However, in terms of inbound business, he said, “Over the last year, we saw a dip in inbound business. We have been aggressively promoting jüSTa Hotels & Resorts at both domestic and international travel shows to ensure right positioning of the group in small luxury hotels segment. Despite slow down last year, we managed to retain approximately 40 per cent of inbound business at our Rajasthan-based resorts.”

Back with a bang!

Witness
the
Spectacular & Mesmerising

ARABIAN TRAVEL AWARDS

September 20, 2018

JW Marriott Hotel Dubai

please log-on to: www.arabiantravelawards.ae

MEDIA PARTNERS



HOSPITALITY PARTNER



JW MARRIOTT
DUBAI

TECHNOLOGY PARTNER



Follow us on:



Setting high aims

► Contd. from page 8



Zia Siddiqui
EC Member, IATO

redesign their market strategies according to the discussion. They will put forth their concerns of providing infrastructure to handle 20 million tourist and of course, they will be benefited with more business volume in the coming time.”

“India is one of the most promising tourism destinations in the world. The tourist arrivals last year have shown an increase of around 20 per cent in comparison to the world tourism growth, which was less than 5 per cent. The Non-Resident Indians (NRIs) visiting the country will be around seven million, which when added would take the arrivals figure to reach 17 million or more. We have to work with state governments and tourism industry players in constructing more airports of international standards in the B category city, developing infrastructure, building more international cruise ports and convention centres in metro cities. With these few developments, the possibility of reaching 20 million shouldn't be a far-fetched dream.”



P Vijayarathi
EC Member, IATO

Indulge in royal Kerala hospitality

The Kovalam Palace (Halcyon Castle), located inside the The Leela Raviz Kovalam resort complex, is currently undergoing renovation and will soon provide guests the true experience of Kerala's royal hospitality.



TT Bureau

The Leela Raviz Kovalam is an iconic resort of India with 46 years of rich history and the only cliff top resort in the country. Designed by renowned architect Charles Correa, the resort is spread across 65 acres of palm-fringed land facing the Arabian Sea. Every room in this resort offers a panoramic view of the sea from the private balconies.

Sharing an update on the latest developments at the resort is Dileep Kumar P I, General Manager, The Leela Raviz Kovalam. He reveals that the Kovalam Palace (Halcyon Castle), which used to be the summer retreat of the erstwhile Travancore royal family and is located inside the resort complex, is currently undergoing a major renovation. “The four Royal Suites in the Palace

will be available to host guests by the end of October 2018.

The renovation project has been carried out meticulously without losing the original characteristics of the heritage building and simultaneously incorporating the latest facilities and technologies required for today's travellers. The palace will provide the true experience of Kerala's royal hospitality in a perfect setting,” he says.

The hotel is targeting the FIT segment especially bookings through online channels which, according to Kumar, are showing impressive growth year after year. “Even though Western Europe and the US are our traditional markets, the productivity from CIS and MESA markets also showing growth compared to previous years. Ayurveda is one segment in Kovalam which is pulling long-stayers to the destination



Dileep Kumar P I
General Manager
The Leela Raviz Kovalam

consistently irrespective of the season,” he adds.

Kumar goes on to say that interestingly, the international guests booked through agents are more aware about the product than the guests who book through other channels. “The challenges come only in rare instances especially while doing some service

recovery, where the guest will take undue advantage due to the proactive approach of both DMC and FTO,” he says.

The hotel is participating in the annual IATO convention as it feels it is an ideal platform for networking with industry partners and be updated about the latest trends and developments in the travel trade. “Since we represent leisure resorts in Kerala be it The Leela Raviz Kovalam or The Raviz Ashtamudi or Raviz Kadavu Calicut, IATO is the right place to connect with leading tour operators in the country. I would request IATO to invest time and resources to bring professionalism among the manpower and encourage their members to compete in a fair and healthy way to do profitable business in this country,” Kumar adds. 📌

Embrace nature in all its glory

The Swosti Chilika Resort is the perfect getaway for both nature enthusiasts and corporates. Away from the concrete jungle, the property is the ultimate destination to relax and reconnect amidst nature.



TT Bureau

Relish the lush greenery setting on the largest lagoon in the Northern Hemisphere at the eco-friendly Swosti Chilika Resort offering a bounty of Odisha's natural beauty.

Ideal getaway

Away from the concrete jungle, the resort is spread over nine acres of lush green area. People with a thirst for adventure can take nature walks or go bird watching near the resort, and those who wish to relax can take one of the inhouse boat rides to the nearby Kalijai



Temple followed by a peaceful day by the pool on return. People can even practise their gardening skills at the resort's

own horticulture section and learn about the ingredients of their meals. Amateur photographers can click around whilst capturing birds and ani-

mals in their natural habitat.

Comfortable stays

Reach the property by road and admire the picturesque views on the way. As you enter the gates of the resort, you can spot the Chilika Lake. The Southeast Asian style of architecture of the resort with elements of Odisha's art and culture are thrown in to compliment the decor. The staff here is warm, courteous

and always ready to help their guests. The 78 well-appointed rooms are divided into three categories – luxury rooms, state-of-the-art ultra-modern luxury villas and lake-view pool villas. There is also a presidential villa for those who loves indulging in all things luxury.

Dine and relax

Orana, the resort's dine-in restaurant, serves fresh produce and seafood. After relishing the

signature Daab Chingri at the restaurant, get ready to explore the surroundings on one of the many bicycles at the resort. One can even make a stop for a refreshing cold coffee or lemon tea at the resort's coffee shop, Beanhive. For ultimate relaxation, head to Ekayaa, the resort's spa villa that houses a spa, gym and yoga centre. One can even enjoy the inhouse swimming pool and relish drinks by the poolside. Tangrr, the open-air restaurant overlooking the lake, serves mouth-watering tandoori delicacies and fresh local catch. There are dedicated game zones for children–Relay and Breakk. Apart from this, the resort also organises open grill nights at a nearby island and picnics on request.

Activities galore

With a plethora of offerings, including beautiful islands, varied flora and fauna, exquisite

migratory birds, picturesque villages and dolphin sightings, Swosti Chilika Resort is the ideal getaway at any time of the year. The resort has various inhouse recreational, leisure and sports activities. Visit the haunts of migratory birds and the hatching of Olive Ridley turtles. Those looking for fun and adventure may enjoy boat ride round the numerous islands or explore the lake on a jet ski. The in-house amphitheatre also organises cultural programmes for guests.

MiCE offerings

The property is also an upcoming hub for major companies and business to hold their corporate events and conferences in the resort's immaculate conference halls and board room. Swosti Chilika Resort is also well equipped to handle weddings and small functions. 📌



STAYING
UPDATED HAS
NEVER BEEN
EASIER



YOUR DAILY
TRAVEL DOSE



- Tourism Breaking News is India's leading e-news platform that covers news across all verticals of the travel, tourism and hospitality industry in real time.
- E-news is delivered to over **600,000** industry professionals on a **daily** basis covering India and South Asia.

To know more, please subscribe at:
Subscription@ddppl.com

The Great **INDIAN** Travel Partner

Great India Tour Company (GITC) offers you exquisite services at every stage of your business or leisure travel. With 2 decades of standing in travel and tourism, GITC is your most reliable Tour Operator & Destination Management Organization.

New Corporation Building, Palayam, Trivandrum 695 033, Kerala, India
+91 471 3011500 | sales@gitctour.com | www.gitc.travel

INBOUND & OUTBOUND TOURS | DESTINATION MANAGEMENT | HOTEL RESERVATION
WORLDWIDE TRANSFERS | CRUISES | MICE SERVICE | TRAVEL FACILITATIONS | CORPORATE TRAVEL

WHEN WAS THE LAST TIME
you took your parents along on your
Summer Vacation?

Bucket My List

LET'S GO OUT AND MEET THE WORLD

An Exclusive Travel Platform for
Explorers **AGED 50+**

We at 'Bucket My List' pride ourselves in being an exclusive boutique travel company catering to the young at heart 50+ age group

Why Choose Us:

- Highly personalized end to end service
- Cherry-picked senior friendly hotels
- Experienced and licensed local guides
- Hand-picked insider experiences
- 24x7 emergency contact number

+91 8377 8377 78
info@bucketmylist.in
www.bucketmylist.in

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

Get active with IATO

Amaresh Tiwari, Managing Director, A T Seasons & Vacations, provides insights into IATO Run for Responsible Tourism, a highlight of the IATO Convention.

TT Bureau

In its seventh edition, the IATO Run for Responsible Tourism is set to take place on September 7, 2018 at RK Beach, Visakhapatnam on the second day of the IATO Convention. "We started IATO Run at the Mumbai convention. This is the seventh edition of the same. This time, apart from the members, many school children and others are going to participate in the run," said



Amaresh Tiwari
Managing Director
A T Seasons & Vacations

“ Whatever charity money we collect, we try to promote a local athlete. Last time we supported Dutee Chand from Odisha. This time, we are trying to find an athlete who needs financial support ”

Amaresh Tiwari, organiser of the IATO Run for Responsible Tourism since its inception.

Starting at the Novotel Hotel, Vishakhapatnam, the IATO Run for Responsible Tourism

is an excellent opportunity to mingle with fellow delegates in a relaxed environment. There will be options for running as well as a fun walk. This way members show their solidarity to IATO and engage in morning activity. Prizes for both men and women category will be distributed.

In fact, the IATO Run is a huge CSR activity for the association. "With support from all the members, I hope we will be able to conclude another successful IATO Run for Responsible Tourism. Whatever charity money we collect, we try to promote a local athlete. Last time we supported Dutee Chand from Odisha. This time, we are trying to find an athlete who needs financial support and we will be happy to support them and their growth," revealed Tiwari.

Reaching new summits

Harvinder S Duggal, Managing Director, Minar Group, talks about its new luxury and outbound products whilst appreciating the efforts of MOT to boost tourism.

TT Bureau

Minar Group is writing a growth story currently, and **Harvinder S Duggal**, Managing Director, Minar Group, is optimistic about the near future. "The current financial year has been excellent for Minar as the company made inroads into new markets, launched new verticals and brands. At Minar, planning is a continuous process with focus on long-term and short-term plans. Immediate plans are to focus on our top and luxury travel brand 'Vilasaluxury Travel' which is part of Traveller Made as DMC partner in India. Our overseas offices are working through various marketing channels to consolidate 'Vilasaluxury Travel'," he shared.

New ventures are also on the cards for the company. "At



Harvinder S Duggal
Managing Director
Minar Group

Minar, we believe in offering all verticals of travel and be part of domestic and outbound growth. The company is launching its rejuvenated domestic and outbound travel division under the brand 'WISHCOVER-Inspired Journeys by Minar'," announced Duggal.

For inbound business, Minar has been dealing with a

number of Foreign Tour Operators (FTOs), whose demands are changing with time. "FTOs are seeking new products and our product development team is in search of that products. Any new product is experienced by our experts and only then offered to FTOs," he shared.

Duggal claimed that the recent initiatives and advertisement campaign launched by MOT is powerful and is welcomed by the industry. Lauding MOCA's UDAN scheme, he said, "The launch of UDAN scheme by the government has brought many tourist circuits within air connectivity which would boost inbound and domestic travel. I feel poor infrastructure and lack of trained and professional manpower in India is still a big challenge for inbound travel industry," he said.

Home to 100-year old traditions

CGH Earth's Visalam in Chettinad, Tamil Nadu treasures the 100-year-old traditions of the Chettinad era with great passion. It is one of CGH Earth's landmark heritage properties where guests can bear witness to an ambience that still exudes the spirit of the times it was built in.

TT Bureau

Set away in a quiet locale of the Chettinad region in Kanadukathan village is a palatial home called Visalam. Now a CGH Earth property, it is a heritage Chettiar mansion

that has stood still with time. Visalam was built as an endearing symbol of paternal love that captured the soul of Chettinad. This mansion gives a peek into the vibrant lifestyle of the erstwhile mercantile community and treasures the 100-year old traditions of the Chettinad era.

An aura

restored Visalam is a meticulously restored palatial home, with



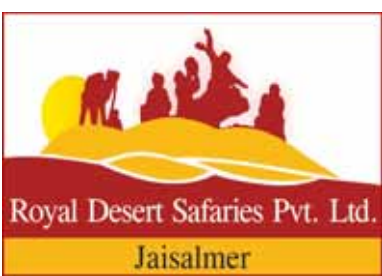
every little detail of the bygone era retained. The art-deco interiors and architectural style of the mansion will take guests

back to the 19th century Chettinad renowned for its palatial homes. Ornate doorways and marble platforms greet you.

Large rooms with high ceilings, gleaming floors, polished windows and doors, everything here is just as it was made.

Guests can choose from two kinds of stays - the Chettinad Suite and Chettinad Room.

Taste of authenticity
Chettinad cuisine is famed for its spices and aromas, thanks to the use of fresh ground masalas. At Visalam, traditional dishes are prepared with authentic recipes and fresh catch of the day. Guests dine in a kitchen with a long wooden dining table in original brass dowry vessels. Lunch is served on this table, or at the Sapad Sala, a large air-conditioned room.



Vikramajit
Chairman
Sanjeet
Editor & Publisher
Peden Doma Bhutia
Managing Editor

Editorial
Devika Jeet
Hazel Jain
Nisha Verma
Amrita Ghosh
Arjun Ramchandran
Manas Dwivedi

Marketing
Priiti Khanna
Harshal Ashar
Karishma Khanna
Priyanshu Wankhade
Gaganpreet Kaur
Susan Eapen
Ketika Kaul
Elizabeth Rani

Design
Nityanand Misra
Sudhir Mudgal
Advertisement Design
Vikas Mandolia
Nitin Kumar
Production Manager
Anil Kharbanda
Circulation
Ashok Rana

IATO Daily is printed and published by Sanjeet on behalf of **DDP Publications Private Limited**
72, Todarmal Road, New Delhi - 110 001
Ph: +91-11-23344179
E-mail: travtalk@ddppl.com
Printed at Cirrus Graphics Pvt. Ltd. B-62/14, Phase-II, Naraina Indl. Area, New Delhi - 28

Offices
MUMBAI:
504, Marine Chambers, 43, New Marine Lines, Opp. SINDT College Mumbai - 400 020, India
Ph: 022-22070129, 22070130
E-mail: mumbai@ddppl.com
MIDDLE EAST:
Durga Das Publications Middle East (FZE) P.O. Box 9348, Safi Zone, Sharjah, UAE
Ph: +971-6-5573508, Fax: +971-6-5573509
E-mail: uae@ddppl.com

IATO Daily is a publication of DDP Publications Private Limited. All information in IATO Daily is derived from sources, which we consider reliable and a sincere effort is made to report accurate information. It is passed on to our readers without any responsibility on our part. The publisher regret that he cannot accept liability for errors and omissions contained in this publication, however caused. Similarly, opinions/ views expressed by third parties in abstract and/or in interviews are not necessarily shared by IATO Daily. However, we wish to advise our readers that one or more recognised authorities may hold different views than those reported. Material used in this publication is intended for information purpose only. Readers are advised to seek specific advice before acting on information contained in this publication which is provided for general use, and may not be appropriate for the readers' particular circumstances. Contents of this publication are copyright. No part of IATO Daily or any part of the contents thereof may be reproduced, stored in retrieval system or transmitted in any form without

the permission of the publication in writing. The same rule applies when there is a copyright or the article is taken from another publication. An exemption is hereby granted for the extracts used for the purpose of fair review, provided two copies of the same publication are sent to us for our records. Publications reproducing material either in part or in whole, without permission could face legal action. The publisher assumes no responsibility for returning any material solicited or unsolicited nor is he responsible for material lost or damaged. This publication is not meant to be an endorsement of any specific product or services offered. The publisher reserves the right to refuse, withdraw, amend or otherwise deal with all advertisements without explanation. All advertisements must comply with the Indian and International Advertisements Code. The publisher will not be liable for any damage or loss caused by delayed publication, error or failure of an advertisement to appear.

A perfect setting for corporate affairs!

Elegance of a 5 star resort meets the splendor of the largest lagoon on **Northern Hemisphere**



- Seminars
- Sales Meet
- Corporate Training
- Brain-Storming Sessions
- Senior Managers Conclave
- Team Outing
- Perfect Wedding Destination



SPECIAL OFFER

- 2 Nights / 3 Days Special Package @ Rs.14999/-
- Stay at our Luxury Villas & avail free SPA discount coupons worth Rs.1000/-
- Don't want to book a room ? Plan a day outing with your family & friends to enjoy at Swosti Chilika Resort starting from Rs.1599/- onwards
- Book Direct on www.swostihotels.com & use promo code CHILIKA10 to avail 10% instant discount for your stay



www.swostihotels.com, www.swostichilikaresort.com

SWOSTI CHILIKA RESORT

At: Odia Alapur, Po: Pathara, Via: Gorapali, Dist: Ganjam - 761029. Odisha, India
 P : 0680 2227400, M : 07978378916 / 09338766465 / 09337476478 / 09338015588,
 E: crs@swostihotels.com

Toll Free No.: 1800 1231 414

Incredible !ndia

Welcome to the Velavadar Grey Wolf, Striped Hyena, Bushchat,
Imperial Eagle, Amur Falcon, Quail,
Sandgrouse, Pallid Harrier and **Blackbuck Sanctuary.**



Toll Free: 1800 200 5080
www.gujarattourism.com

