

Now Fly Non-Stop from Delhi to Stockholm

Thrice a week - Wednesday, Friday and Sunday

Non-Stop flights from Delhi to European Cities (Madrid, Vienna, Paris, Frankfurt, London, Birmingham, Rome, Milan)

visit www.airindia.in Stay connected Call Toll Free: 1800 180 1407 or





Award-winning Customer Loyalty Program.



To book your stay, call our India Toll Free No. 0008004402474

Enjoy The Benefits Of The Top Hotel Loyalty Program.

Free Nights, Free Flights, Endless Rewards. One Card Does It All Join Today At Any Best Western Hotel Worldwide.



Amritsar | Colombo | Dhaka | Gurgaon | Hyderabad | Indore | Jalandhar | Kanpur | Nakodar | Surat | Tirupati Vadodara | Visakhapatnam

Opening Soon

Chittagong | Goa | Gurgaon | Hoshiarpur | Lucknow | Manali | Nawanshahr | New Delhi













reservations@bestwesternindia.com | bestwesternindia.com

1,200 expected @ Convention

The 33rd annual convention of Indian Association of Tour Operators (IATO), taking place at Mayfair Convention Bhubaneswar, will host 1,200 delegates over three days, from September 7-10, and deliberate upon all the pressing issues relevant to the tourism industry, reveals its president **Pronab Sarkar**.

Nisha Verma

iming to attract tourism in-Adustry professionals and stakeholders in large numbers, Pronab Sarkar says, "We expect a good gathering at the Mayfair Convention Bhubaneswar, which is a great venue. Around 1000-1200 delegates are expected to come for our 33rd convention, and we have back-toback sessions with experts. The local members and authorities in Odisha are really charged up for the convention. The Odisha Government has been very supportive in every way. Odisha Chief Minister Naveen Patnaik would also be coming for the convention and might attend one session as well."

Apart from interesting and relevant sessions, delegates can expect many other programmes and entertainment options at the convention. "There will be cultural programmes for the attendees as well as everyday entertainment, cocktails and dinner. There will be sessions on aviation, Odisha tourism, as well as Goods and Services Tax (GST) and destination marketing. We will be taking up all the topics which are relevant for the industry," informs Sarkar.

Sarkar is praises for the host state Odisha and claims that the state's tourism would also benefit with the IATO convention being held there. "Odisha is a tourism friendly state. We had our 2008 convention here, after which there was an increase in tourist numbers in the state. The conventions offer an opportunity to tour operators to see the tourism products at a destination, which would further increase business prospects of the tour operators who can promote these products to their clients and sell them well," asserts Sarkar.

While he adds that there would be nothing out of the



ordinary at this convention,

Sarkar agrees that the expec-

tations set on them are very

high. "We want to discuss

relevant issues that are ben-

eficial to the members. Also,

the convention would provide

everything, from business to

entertainment to one-to-one

meetings and networking

opportunities for all those

who will be in attendance,"

theme, 'Indian Tourism - Time

to reinvent ourselves,' was

decided keeping in mind the

He also revealed that the

he adds.

66We want to discuss relevant issues that are beneficial to the members. Also, the convention would provide everything, from business to entertainment to one-to-one meetings and networking opportunities for all those who will be in attendance.??

current problems and with a

focus on the inbound tourism

industry. "We have had hur-

dles in our business since we

did our last convention. There

has been tension in various

international source markets

like the USA, the UK and Eu-

rope. There was problem in

marketing India as a destina-

tion in international markets

despite having e-Tourist Visa.

This was followed by demon-

etisation and then GST hap-

pened. The business slowed

down after that. We want to

educate members on how to

overcome these challenges.

Pronab Sarkar President, IATO

Now, the marketing part is taken care of and a part of GST is pending. We will try to have sessions to educate members, take the opinion of the experts and explore the options," he elaborates.

According to Sarkar, the Executive Committee (EC) is leaving no stone unturned to ensure that this year's convention is a big hit with the attendees. "The EC is dedicated towards making sure that the convention is a successful one. Even the Odisha Government and the tourism board are trying their best to offer a great experience of the state to the delegates at the convention," he affirms.

He also revealed that IATO has already decided where they will organise their next convention. "We will be having our 2018 convention in Andhra Pradesh. However, we have not decided on the city and venue for the same. We will be revealing the details in the near future," he concluded.





Odisha showcases its coastline

Odisha is targeting 30 per cent growth in foreign tourist arrivals to the state in 2017. The state is going all out to woo domestic and international tourists alike. After hosting IATO's 33rd Convention, they are also organising the first Odisha Travel Bazaar in collaboration with FICCI to showcase the untapped tourism potential of the state.

Ankita Saxena

disha is all set to host tour-ism stakeholders and professionals for IATO's 33rd Convention taking place at Mayfair Convention Hotel, Bhubaneswar. "We will leave no stone unturned to make the IATO Convention a success and the state, known for its hospitality and rich culture, heritage and tradition, will rise to the occasion and match the expectations of the delegates. We will also be hosting the first Odisha Travel Bazaar from October 15-17 in Bhubaneswar and hope that these two events will prove to be milestones in putting Odisha on the tourism map among foreign and

point of view of marketing the state. Ashok Chandra Panda Minister of Tourism and Culture (I/C) Government of Odisha

66We made the new policy more responsive to

the tourism stakeholders and aggressive from the

domestic tourists alike," says Ashok Chandra Panda, Minister of Tourism and Culture (I/C), Government of Odisha.

In 2016, the state hosted 76,361 foreign tourists, most of them from Sri Lanka, Japan and some European and South Asian nationals, and thus clocked more than 14 per cent growth

domes-

in foreign tourist arrivals over that of 2015. As many as 1.28 crore tic tourists had visited the state Royal Desert Safaries, in 2016, which is expected to Jaisalmer grow at 15 per

cent in 2017, informs Panda. Listing the steps taken to attract tourists, Panda elaborates, "Odisha has grown leaps and bounds on the tourism front and various reasons have propelled this growth. The Bhubaneswar Airport was declared as an international airport which helped in increasing the number of tourist arrivals to the state. Increase in flight connectivity, the aggressive tourism policy launched in 2016 has also played a key role in boosting tourism in the state."

Air India is currently operating a direct flight from Varanasi to Bhubaneswar four davs a week. Air Asia has added direct flight service four days a week between Bhubaneswar and Kuala Lumpur which will soon operate daily. SpiceJet too has come forward and will soon begin direct flights from Bhubaneswar to Sharjah. Panda adds, "Under the Regional Connectivity Scheme (RCS), the Odisha Government hopes to enhance connectivity from Rourkela and Jeypore. A second airport at Jharsuguda (Western Odisha) will also be made operational by the end of this year."

The new Tourism Policy, launched in November last vear. offers incentives in the form of capital subsidies upto

`10 crore and `15 crore for projects below and above 50 crore respectively, Panda points out. The single window clearance committee has cleared 26 projects under the Tourism Policy which also offers allotment from land bank to private sector for taking up tourism projects. "We made the new policy more responsive to the tourism stakeholders and aggressive from the point of view of marketing the state," he says.

According to Panda, the state government spent over 258 crore during the last three years to improve tourism infrastructure. "We have a 480-km-long coastline which is rich in flora and fauna and we hope to harness the potential of this asset. Very soon we will also implement the Chilika Development Scheme and make it a paradise for the tourists," he says. The government is pushing the Shamuka Beach project near Puri spanning about 1,000 acres and plans to set up branded star-hotels

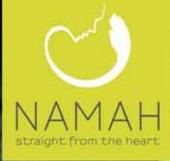
in the area. The project has received the Coastal Regulation Zone (CRZ) clearance while approval from the Pollution Control Board is awaited. "We have requested the Tourism Ministry to accredit Ratnagiri, Lalitgiri and Udayagiri under the Buddhist circuit. These cities are replete with monasteries, stupas, relics, seals, stone tablets and statues on the Diamond Triangle of Odisha," adds Panda. He says that after the overwhelming response to its light and sound show at Dhauli, ITDC will introduce the same at Konark Sun Temple, Kanigiri and Udayagiri as well.

STATES

Odisha has taken various initiatives to ensure safety and security of tourists. Panda informs. "We have deployed tourist emergency cells to address grievances of the tourists. There are eight tourist police desks in the police station and to accompany that we have deployed mobile police in pilgrim destinations like Konark and Puri to tackle any situation." 🚽



Call : +91 44 2661 5200 | PH : +91 95000 41006 | +91 99520 19888 | E-mail : enquiry@parveenholidays.com Web : www.parveenholidays.com





Where luxury meets serenity

Namah, Jim Corbett National Park offers the best of five-star luxuries from the moment you step inside its lush green periphery. From blossoming gardens and unpolluted environs to service excellence, at Namah the beauty of your wildlife sojourn is aesthetically captured. Surrounded by the majestic Sitabani Range and whirling Kosi River, the upscale riverside resort features 48 contemporary rooms, eclectic dining options, two spacious banquet spaces, an open-air pool and a superlative spa & fitness centre.

Jim Corbett National Park

Amazing monsoon packages starting at ₹14,000 plus taxes for two nights & three days

RATEDNO. IN

JIM CORBETT



8.5

@templatolio.com

NAMAH, Jim Corbett National Park, Dhikuli, Ramnagar, District - Nainital, Uttarakhand - 244715, India T: +91 594 7266 666 | Delhi/NCR: +91 11 4307 3770 / +91 956 0744 811 | www.namah.in | reservations.corbet@namah.in





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

OUR OFFERINGS



Escorted Group Tours (Inner Circle)

SOUTH AFRICA SWITZERLAND SPAIN & More...

Bespoke Tours (Customised)

- (Costoninae
- LADAKH - GREECE
- SCOTLAND & More



Bucket List Experiences PILGRIMAGE TOURS WHISKY TRAILS

CRUISES & More.

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

TO BOOK A TRIP OF YOUR LIFETIME: +91 8377 8377 78 tellmemore@bucketmylist.in www.bucketmylist.in

Interactive sessions galore

Rajiv Mehra, Vice President & Chairman Convention, IATO and **Lally Matthews**, Secretary and Co-chairman Convention, IATO, are working hard to make this year's convention a resounding success and an unforgettable experience for its members and delegates alike.

Nisha Verma

Theme

The theme 'Indian Tourism - Time to reinvent ourselves' is quite timely, taking in view the present scenario in tourism, believes Rajiv Mehra. "The past few years have seen the Indian tourism industry go through tremendous stress. An aged destination brand, low traveller demand, constant assaults from taxation and policy changes, changing distribution systems - so much has been going on and changing in our industry. The time has come to take a deeper look on how we have been running our industry and our business."

Seconding this, Matthews says that this is the main objective of this year's convention. "We can put our brains together, look into the grey areas and work out a strategy with the help of decision-making authorities," he adds.

USP

While the basic format of conducting the convention remains the same, one can expect the business sessions to be a bit more interactive. Matthews apprises, "This year's convention will bring in a different format. We are limiting the sessions and increasing the interaction time. We want the deliberations to be dynamic and two-way." Mehra further says that they want to focus on more participative business sessions. "We just don't want the address by experts, but a good amount of raffle prizes for sincere participants for each session; greater networking opportunities, greater facilitation for experiencing the tourist places of the destination by joining the post-convention tours, and sampling varied cuisine and cultural programmes. We are also continuing with our IATO Run for Responsible Tourism, Travel Mart Motivational Speaker and some humour content in the business sessions





Rajiv Mehra Vice President & Chairman Convention, IATO

This year's convention will bring in a different format. We are limiting the sessions and increasing the interaction time. We want the deliberations to be dynamic and two-way

to break the monotony. We have tried to do our best to make the event more business-like and meaningful," adds Mehra.

Road to success

Apart from having focused business sessions, they will also have tourism walk, and overseas speakers along with national experts interacting with the delegates and members. "We tried to keep it member-friendly in all respect. IATO conventions every year provide opportunity for our members to interact with lots of trade partners, stakeholders, central and state senior officials/ decision-makers on a oneon-one basis," he adds.

On the agenda

Mehra says that at each session, speakers and members would have fruitful interaction aimed at mutual benefits. "Mainly discussions are going to be about GST; leadership; branding entrepreneurships; bilateral; management; manpower relations; communications and direct relations with wholesalers; airlines/overseas tour operators' challenges from

online travel service operators; rupee fluctuations and government's new directives about electronic visa authority and bottleneck areas



Lally Matthews Secretary and Co-chairman Convention, IATO

We are expecting Odisha will showcase their vast tourism potential and members can use this opportunity to see for themselves the products that can be sold to the tourists

for an early settlement viz. language guides etc. We will also discuss about making India an aviation hub with civil aviation experts, who would discuss the way and means and working partnership and use of technological inventions. State presentations will be very educative to have product updates on states," he informs.

Matthews adds that they will also be talking about monuments and heritage, MICE, social activities, crisis management as well as social media. "We have postconvention tours so that our tour operator members themselves can see some of the new development," he shares.

Location

Odisha has seen a progressive development in all respects, claims Mehra, saving that they have received an overwhelming support from the Odisha Government and the travel trade in the state. Adding further, Mehra says, "Bhubaneswar now has an international airport with connectivity to Malavsia Movements from South Asia have shown interest in this region, with Odisha Government aggressively promoting the state to Indonesia (Bali Yatra), Malaysia, Thailand and Singapore markets. Buddhist Tourism focused campaigns caught the imagination of the tourists in Asian markets, and there is a positive image about Bhubaneswar as a clean city,



TRAVIALK brings to you the news that made headlines 25 years ago and are relevant even today. Here's a glimpse of IATO's Convention held in Mumbai in 1993.

Consensus on the need for action

- The 9th IATO convention was held from January 2-5, 1993 in Mumbai, and focussed on why a destination like India remains a miniscule point on the world tourism map.
- The convention questioned whether it is faulty,

inappropriate marketing or a sheer laxity of thought and action that led to the crisis.

- The experts at sessions discussed that the constraints for Indian tourism ranged from faulty marketing to absence of ethical code to lack of quality norms.
- In one of the sessions they had discussed the potential of domestic tourism, calling it a giant that needs to be awakened.

IATO special Tourism - The Dual Challenges

- In the wake of the IATO Convention, which was to be held in Mumbai, Trav Talk discussed how the association worked towards recognising new emerging trends and find possibilities to dealing with the condition.
- The theme of the convention was The Dual Challenge, which encompassed the challenge posed by domestic as well as international tourism.
- Maharaj I. S. Wahi was the Chairman, Convention Committee, and said that the whole scenario in the country does nothing to sustain tourism and it is left to a tour operator to bring tourists. He added that they included domestic tourism as part of the theme, because it is domestic tourism that creates the infrastructure which a foreign tourist later uses.

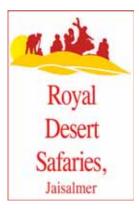
Contd. from page 6

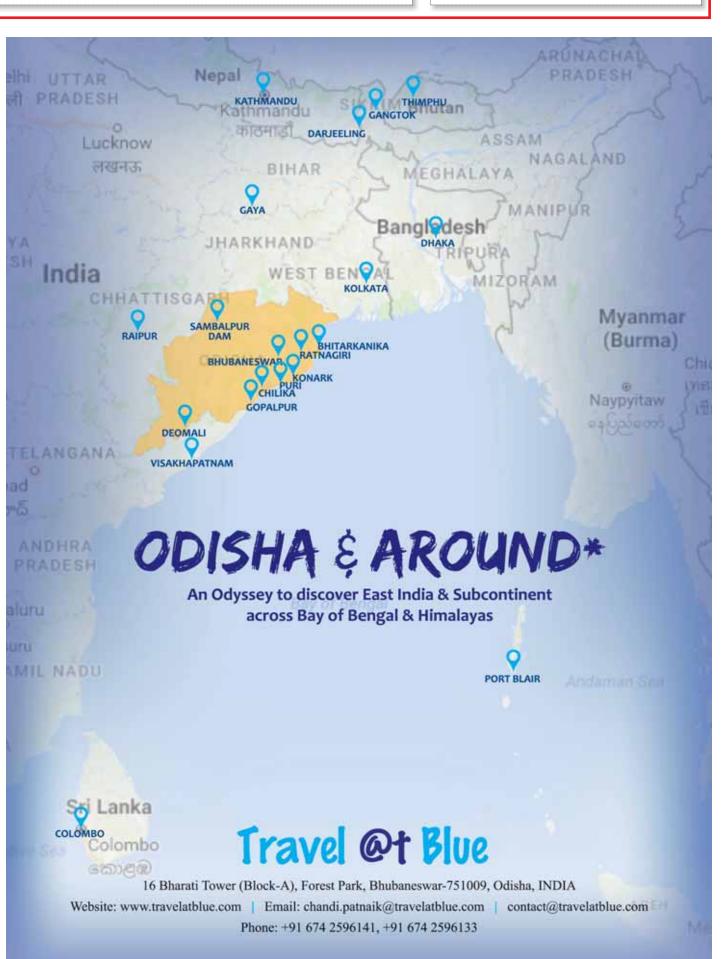
with hotels in both five-star and mid-budget sector, as well as lots to see around Bhubaneswar especially beyond Bhubaneswar–Konark–Puri."

Mehra claims that whenever IATO has organised its convention at a destination, there is greater awareness and greater movement of tourists to the destination. "Also, Odisha government is proactive and the trade is very professional. The state has over 93 per cent literacy, eco-friendly environment, rich culture, beaches, amazing wildlife, better air connectivity and quality and budget hotels-it is a destination in itself. We will boost Odisha with our sincere efforts and that will in turn bring tourists in huge numbers. We are confident that IATO will make its mark by leading to enhanced tourist arrivals to Odisha after the convention and the efforts the members will be putting with new experience." he promises.

Expectations

The committee received an overwhelming response from the members. Matthews agrees, "This will mean the delegate numbers will cross our expectations. We want this convention to have a huge attendance. We are expecting Odisha will showcase their vast tourism potential and members can use this opportunity to see for themselves the products that can be sold to the tourists," he concludes.





Is Brand India getting its real worth?

In 2016, South Asia recorded an 8 per cent increase in international tourist arrivals driven by India (+10%), the sub-region's top destination. However, there are still many stigmas attached to travelling in the country. IATO's State Chapter Chairmen talk about the challenges in marketing 'Brand India'.

7TT BUREAU



The promotion of the destination becomes a problem, as there are last minute changes in the entrance charges for international exhibitions. There is no good PR company, to make us meet the

Chairman–Kerala Chapter, IATO

^{IAID} right kind of people when we go abroad. The negative news spreads faster than the positive news. The biggest challenge for us is cleanliness and waste management system, which is important for incoming tourists. No tourist wants to go to a dirty country. One can see plastic and other waste around, which makes destination India dirty. Toilet facilities at the monuments is another challenge.





Randhirsingh Vaghela

Chairman-Gujarat

Chapter, IATO

GRajasthan needs robust intra-state air connectivity to various cities such as Jodhpur, Jaisalmer and Bikaner from Jaipur, with the provision of large aircraft. The smaller aircraft flying currently are inadequate. More international aircraft should be arranged to land directly at the Jaipur International Airport. This year from Jan-March, there was a remarkable turnaround of the inbound tourists in Rajasthan but from April onwards, there was a decline in business.

G The biggest challenge is people do not want to explore new destinations. Madhya Pradesh has so much to offer, but there are a few selected places only where tourists (domestic as well as foreigners) like to visit. We also need to encourage local educated people to work as guides, particularly English-speaking ones. Wildlife in Madhya Pradesh is good and we need to market it more aggressively in the domestic market.



Chairman–Madhya Pradesh Chapter, IATO

German Contraction of the formation about the programmes, destinations and products. One of the initiatives that the Gujarat Tourism has taken is inviting agents for Fam trips. There is also an effort to increase visibility at international trade fairs like ITB and WTM.



Chairman–Tamil Nadu, Andaman & Nicobar and Puducherry Chapter, IATO

GWithin India, it is becoming increasingly difficult to market Goa for its natural beauty and history as most of the efforts we make in marketing the destination are being overshadowed by targeted private campaigns for the casino market. This is something that is damaging the overall image of Goa as a destination for families and high-spending FIT clients from all over India. There is a need to work on the same.



OUICKBYTES

Digital media is ruling every field. Tour-

ism is not an exception. However, unfortu-

nately Tamil Nadu is far behind in this area,

compared to other states, making it the greatest challenge for promoting the state's

tourism currently. I look forward to this con-

vention as the sessions this year seem to

be different and very interesting as IATO has

planned to make it more interactive by letting

members participate.

Chairman–Goa Chapter,



Bengal Chapter, IATO

GeWest Bengal is a difficult destination to market because of the variety of products it offers. There isn't a specific product that tourists identify Bengal with, unlike Kerala or Rajasthan. We have mountains, marshlands, vibrant heritage, art and culture, and so much more. Moreover, internationally, the state is being positioned as the gateway to the region beyond.

Contd. on page 10 >

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



Business I Leisure I Pilgrim

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











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

Opening Soon:- Birgunj-Nepal | Bhaktapur-Nepal | Budhanilkantha, Kathmandu-Nepal | Delhi-NCR | Goa | Lucknow | Morbi Muduba-Shimoga | Mumbai

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 200 2888



explore corbett like never before.



Home to rare flora and fauna, The Corbett National Park is the latest destination for the Taj. Set alongside the scenic Kosi River, the hotel is a perfect getaway for adventure hunters and holiday seekers. Sprawled across acres of greens, the property comes with the finest of Indian and international dining options, an award-winning Jiva Spa and captivating elephant and jeep safaris. However, a word of caution for those who wish to lose themselves, we have 521 kms of National Park as our backyard.

For bookings, call Taj Reservations Worldwide on 1800 111 825



👫 thegatewayhotel 🍤 thegatewayhotel

Rediffusion-Y&R/Mum/Gateway/0916

www.gateway.tajhotels.com

QUICKBYTES

Inbound: Challenges and solutions

Contd. from page 8



Chairman-Maharashtra Chapter, IATO

due to very poor infrastructure lack of initiative from the state government. There are no clean public toilets for inbound guests. Our biggest problem is shortage of

government-recognised tour guides, especially English-speaking ones. We need at least 200 more guides in Mumbai alone. Another issue is bulk ticketing facilities at Elephanta caves, which is Maharashtra's biggest selling point. Last but not the least, there are innumerable problems at the Mumbai Port starting from multiple checks of guests by CISF to inadequate immigration officials for embarkation formalities, and no permission to park coaches near Green Gate.



Marketing Maharashtra is a challenge and



Many new attractions have been developed

and several historical monuments have been

restored predominantly at Amritsar, Ludhi-

ana, Patiala, Kapurthala, Anandpur Sahib and

Mohali. These need to be promoted beyond

the usual products. Amritsar has become a

two-night destination and inbound tourists are

still very few as they are not engaged with the

activities on offer. Our efforts will reap re-

sults only when they are promoted beyond the

usual tourism products for which we will need a

concentrated and combined effort to catch up with other states.

Pradesh and Telangana Chapter, IATO

Tourism, being a service industry, keeps changing with the requirement of tourists. This in turn changes the demands, technology, political decisions, ground-handling requirements, which in turn abruptly affect tour operators. There have been examples of the same with demonetisation, Middle East conflicts, Brexit, GST, etc. These issues hamper the marketing of the destination as well, as it results in negative publicity, which is not good for tourism.



Chairman-Uttar Pradesh. Uttarakhand & Bihar Chapter, IATO

Safety of tourists continue to be a concern for inbound tourists, which is actually not a real threat but only a negative perception and needs to be strategically addressed. Uttarakhand needs huge infrastructure to compete with other states and needs to develop niche domains such as heritage, rural and wildlife tourism. Connectivity is a grave concern. In Bihar, tourism products beyond the Buddhist circuit need to be promoted and the state needs a robust tourism policy. UP has finally looked beyond the Taj Mahal and new avenues need to be projected.

Though Himachal is a beautiful hill state with high tourism potential, we are not competent enough to showcase ourselves as a favourable destination. The challenge is lack of access and connectivity through air, rail and road. The other major factor is inadequacy of marketing and information channels. It is also imperative to mention that there is a lack of passionate and trained professionals, guides and chauffeurs in the state. Though thousands of travellers from Far East Asia visit the state regularly for its Bud-



Chairman-Himachal Pradesh Chapter, IATO

dhist connect, we fail miserably to tap the tourism of this area.



Chairman-Karnataka Chapter, IATO

We work together in our state to promote it in India and abroad. We also participate in many trade fairs in India and internationally as well. Decision making in the government is sometimes a challenge since approval comes to them at last minute. At the state level, working together in promoting lesser-known destination is also a challenge sometimes. At the convention, we expect attending good speakers to motivate us to face the current challenges.

Global Hotel Representations

Manmeet Singh

IATO

The state shares its borders with two neigh-

bouring countries and smallest of incidents are

blown up into large issues by the media and a

negative sentiment is driven across the world

which leaves us with no business at all. It is im-

perative to deal with the negative propaganda.

Currently, GST has made our tailor-made pack-

ages very expensive. We have requested J&K

Government to not levy GST on tourism sector

for a 10-year period till tourism revives as we

have suffered a lot since the floods of 2014.

Chairman-Punjab Chapter,

A collection of premium hand-picked hotels



3rd Floor, 18 Community Centre, Zamrudpur, New Delhi -110048 Phone: +91 011 47208000 | Mobile: +91 9911548899 | email: opm@globalrepresentations.in www.globalrepresentations.in

Alluring Monsoon Beach Holidays

Come bask in the beauty of the monsoons with an unforgettable stay at our luxurious beachside offerings at two divine locations. You can choose from a stunning resort that looks out on the majestic Bay of Bengal or an alluring hideaway bewitchingly located between where the Sal River and the Arabian Sea meet.



MAYFAIR PALM BEACH RESORT, GOPALPUR-ON-SEA



Bhubaneswar (Lagoon & Convention) | Rourkela | Puri (Heritage & Waves) | Gopalp

r | Goa | Darjeeling | Gangtok | Kalimpong

TO AN AVAILABLE

www.mayfairhotels.com

Ananta sells big on weddings & MICE

Anshul Bhargava, Corporate General Manager, Ananta Hotel & Resorts Udaipur, talks about how MICE events and weddings form a huge part of their business.

T BUREAU

QWhat are the new from from Ananta Hotels & Resorts? Ananta Hotels & Resorts is a young group of hotels and we have some amazing properties in Rajasthan and Gujarat. We have The Ananta Spa & Resorts, Pushkar, with an inventory of 75 rooms and a good banquet space. It is a perfect venue for small conferences and destination weddings.

What segments do Well at your hotel?

We are very popular with MICE and weddings segment. Udaipur is a wedding hub and its popularity has been increasing day by day. Fortunately, it is a segment

Jaisalmer

where hotels can maximise their revenue. It is also the simplest way to promote a hotel without any advertisement or publicity expenses, as we all believe word of mouth publicity plays a prominent role. During weddings, you are promoting your hotel among 400-500 pax in one go and it opens a possibility of someone returning as your future corporate or wedding client. It is a good public platform where people can experience the property and our service.

How have you

Umanaged to do that? We have succeeded in attracting more MICE and weddings business at our resort among all big competitors. Now everybody is getting into the

wedding segment as it is business. big We have an edge here with the biggest Royal Desert Safaries, banquet hall in town, spectacular view and



Corporate General Manager Ananta Hotel & Resorts Udaipur

We have succeeded in attracting more MICE and weddings business at our resort among all big competitors

amazing garden area and recreational facilities. In addition, we have one of the biggest rooms in town, known as the Presidential Suite, spread over 4,500 sq ft, and with a great view of the Aravali hills along with the Sajjangarh fort. It has three big bedrooms, a drawing room, a dining area, a pantry, and a plunge pool attached with



a deck area along with a garden. One of the requisites for this form of tourism is to have world-class convention centres.

QHow is your inbound traffic?

We have always considered inbound as an important segment and we have targeted the same from the beginning. We are thankful to our DMCs who have shown confidence in us. We still have a huge scope to cater to more and more foreign nationals at Ananta Hotels

& Resorts. We have more of inbound guests travelling from September to March.

How do you reach out to this segment?

We have been visiting international trade shows from the last few years and this year also, we will be participating in IFTM, FITUR, WTM and ITB. Gradually we have increased our presence nationwide by having our own sales offices in Mumbai, Ahmedabad, Delhi and Jaipur.

 $Q^{\text{Do domestic tourists}}_{\text{form a big chunk of}}$ your clientele?

STATES

The domestic market has been performing wonderfully and more than 70 per cent of our total occupancy comes from this segment. Ananta also gets good MICE traffic as it is capable of handling big conferences as well as weddings. We also get a lot of repeat domestic customers. This increases both our occupancy and profit consistently over time, while reducing costs such as OTA commissions and advertising fees. 🐓



AGRA - INDIA

A SEA OF GREEN OVERLOOKING THE AGRA FORT & TAJ MAHAL

View from roof top main wing (5th floor), Clarks Shiraz

Awarded Best MICE Resort 2016 (North & East) Awarded Best Leisure Resort 2016 (North & East) HOTEL CLARKS SHIRAZ ***** 54, Taj Road, Agra 282 001, India Phone: (+91 562) 2226121-32 E-mail: sales@hotelclarks.in, resv@hotelclarks.in



FOR THOSE WHO WANT MORE FROM THEIR HOLIDAY-STHI HOLIDAYS INDIA

MAKE YOUR DREAM IS REAL & MEMORABLE

We are delighted to welcome you to this professional travel home for an outstanding travel experience under the guidance of experienced and passionately committed team members.

SINGAPORE | MALAYSIA | THAILAND | INDONESIA | SRILANKA | DUBAI OMAN VIETNAM | HONG KONG | USA | CHINA | MAURITIUS | MALDIVES | TURKEY | SEYCHELLES GREECE | AUSTRALIA | KENYA | SOUTH AFRICA | EASTERN EUROPE | SCANDINAVIA

STHI HOLIDAYS INDIA PVT. LTD. Mobile : + 91 9999075445 | 9990075445 | 9643314041 Head office: +91 011-65264041,42,43,44,45

call us : 1860-208-4041

 info@sthigroup.com Swww.sthiholidays.com
 H.O. Delhi : C7/71, Rohini Sector - 07, (Near Metro Station Rohini East) New Delhi - 110085.

Buoyant on technology

Use of technology and digital platform is the need of the hour, says India Travel Award winner **E. M. Najeeb**, Chairman & MD, Air Travel Enterprises Group of Companies.

TT BUREAU

With a total of 13 offices in India and four in the UAE, ATE Group has established itself as a major player in air passage ticketing, cargo, leisure and holiday. Informing about their latest initiatives, **E. M. Najeeb**, says, "We are effectively strengthening our activities as per the market needs. We are introducing technology and utilising digital platforms for making our activities more visible and accessible to the clients, and to make the services customer friendly."

While the company has been growing over the years, Najeeb believes that their growth can only be measured through the quality of their cus-

Royal Desert Safaries,

Jaisalmer



E. M. Najeeb Chairman & Managing Director, Air Travel Enterprises Group of Companies (ATE)

tomers. "Apart from the customers, it is the innovativeness of our personalised service, yield management, upgradation of the human resources, and strengthening of the activities of the diversified areas, which determines our success. We have also synergised the strengths of our company

and our sister organisation KIMS Health-Care Management to promote medical tourism. Medical Value Travel is identified as a very important thrust



Air Ticket Jackets, Passport Covers, Baggage Tags, Travel Bags, Sling Bags, Promotional T-Shirts, Caps, Key Chains, Pens, Mouse Pads, Umbrellas, Mugs, Jute Bags & Folders, Shoe Covers, Desktop Souvenirs & Corporate Gifts

DUGGAL BROTHERS New Delhi: T: +91 11 23677983, Mob: +91 9810560930, E: feedback@prowez.com Mumbai Marketing Office: T: +91 8693813270, E: sales@prowez.com

www.prowez.com

Jüsta in Udaipur this winter

The hospitality group continues to explore expansion opportunities in Tier I cities like Delhi, Mumbai, Bengaluru and Pune, with Rajasthan as the primary focus.

TT BUREAU

area in Kerala," he adds. In-

stead of doing promotions

through all mediums and all

areas, Najeeb says, "We are

more focused towards mar-

keting our initiatives to the

right customers than resort-

ing to promotions. We are

trying to maximise the reach

through digital marketing and

other marketing efforts. ATE

is already involved with many

important social activities, fo-

rums, and initiatives. The com-

pany is also actively delivering

inbound, he claims, "Despite

various challenges in the

inbound tourism traffic from

traditional markets, the country

is showing regular increase

in tourist arrivals. Though the

stagnation of demand is felt as

a challenge, the Indian tourism

industry has started reaching out to alternate potential markets

and generating increased inflow. It is evident that the coming

decade will see tremendous

growth and revolution in the

travel, tourism, hospitality and

aviation industry." 🚽

Positive about the India

its CSR in different areas."

With properties in several business and leisure destinations in India, Jüsta Hotels and Resorts offers high-quality hospitality services with an Indian touch. Each of the hotels boasts not more than 50 rooms, with each property geared to give you a unique experience.



Rohit Katyal Head of Sales & Marketing – Delhi NCR Jüsta's Sajjangarh Udaipur

So far, it has exceeded expectations and we have witnessed a surge in occupancy levels over the last couple of years during the same period. There has been an increase in occupancy by about 8-10 per cent, pan India basis

Giving a lowdown on the outcome of the financial year, **Rohit Katya**l, Head of Sales & Marketing – Delhi NCR, states, "So far, it has exceeded expectations and we have witnessed a surge in occupancy levels over the last couple of years during the same period. There has been an increase in occupancy by about 8-10 per cent, pan India basis. Cities like Delhi and Bengaluru have outperformed on the occupancy front, though there has been little decrease in average daily rates (ADR)."

Katyal expresses the need to continue expansion in the major Tier I cities while scouting for opportunities in Tier II cities alongside. Rajasthan has been the key focus for the last two years, he says, with the latest property Jüsta Sajjangarh Udaipur slated for a winter 2017 launch. "We are aggressively looking for opportunities in Delhi – NCR, Bengaluru, Mumbai and Pune and are keen to explore Tier II cities as well."

AGENTS

Jüsta's vision is simple – to restructure their existing assets and consolidate going forward. He explains, "We are looking forward to sign up new projects with 60-70 rooms and above with all other facilities available under one roof. Food and recreational facilities will be the key focus in the upcoming projects."

From a business point of view, Katyal is optimistic about the coming season and is looking forward to a busy one. "After a long period, there seems to be positive signs from the inbound market. Overall, this should be the best year from business point of view," he says.

Showcasing the unseen

Parveen Holidays wants to promote products such as Hidden Temple and Cave tours and Submerged Temple tours to make Destination India even more appealing.

TT BUREAU

Parveen Holidays, a unit of Parveen Travels and winner of the South India Travel Awards, is an integrated travel, tourism and technology company, with more than 50 years of industry experience. It has more than 1,000 luxury fleets of buses and sedans as well as exclusive contract with allcategory hotels and resorts, such as jungle resorts, eco resorts, floating resorts, backwater resorts. beach resorts. tree houses and luxury-home stavs across India.

Murali Krishna, Asst. General Manager, Parveen Holidays, says, "We believe in presenting India in a way that is quite unique, with tours on submerged temples and hidden architecture, which reflect the ancient civilizations of India and give a glimpse of our unexplored culture and tradition. International tourists love such tours as they are always interested in the Indian history. We aim to project India the way it is and showcase its uniqueness to the international market."



Murali Krishna Asst. General Managel Parveen Holidays

He highlights the markets where Parveen Holidays is focusing and adds, "As of now, our inbound business isn't much but by next year, we are planning to achieve more than 20 per cent of the inbound traffic." For this, the company participates in various international shows like JATA, ITB Asia, WTM London, FITUR Madrid and ITB Berlin.

"We are reaching out to local tour operators in these countries and talking to them about our unique products that we have to offer to international travellers. We are focused on promoting market-wise products, some of which are around the birth and growth of Indian civilization tours, submerged architecture, hidden caves and temples of India, and tribal tours. These are the products that foreign tourists love," Krishna adds.

Meanwhile, the domestic market remains its mainstay. He says, "Our domestic tourism business is huge as compared to other segments. However, a streamlined structure is required to educate the travel agents and tour operators or even the ticketing agents about it. We have our own B2B network across India from Tier II, III and IV cities." In India, it serves its corporate clients by providing staff transportation. On an average, more than 36,000 corporates every day are using its luxury fleets. "Apart from this we have our international branch in Dubai, 40 branches and 300+ affiliated agents exclusively working with us in India. We want to take the number of affiliated agents to 7,000 this year," Krishna adds.

LE MERIDIEN NEW DELHI

Windsor Place Janpath New Delhi 110 001 India T+911123710101 F+911123714545 lemeridien.com/newdelhi



CURIOSITY AWAKENED

Le MERIDIEN

Art and design help to create a stimulating experience for our guests. Our innovative Arrival Artwork installation engages them upon arrival with its interactive ingenuity. Works of contemporary art and architecture within the hotel are exhilarating discoveries that awaken the senses. Inspiring a new way of seeing.

N 28° 37' E 77° 13' DESTINATION UNLOCKED

For more information or to make a reservation, call +91 11 2371 0101

All eyes on Eastern Europe

On track to register 150 per cent growth in 2017, Travstarz Global Group is currently focusing on adding more destinations from Eastern Europe in their portfolio.

TT BUREAU

ravstarz Global Group has witnessed a very successful vear till now in terms of growth, informs the company's Managing Director, Pankaj Nagpal. He says, "The first half has been exceptionally good and we are on track to register a year-on-year growth of 150 per cent. Our first quarter revenue itself was 50 per cent of our annual revenue from last year and as we expand our sales force across India, we expect to reach our projected growth."

Travstarz Global Group appointed **Hema Manghnani** as their new Executive Director in April this year. She brings with her a vast experience on





the Eastern Europe market.

The company is focusing on

adding new destinations from

this region for the India mar-

ket in addition to its existing

DMC locations in Thailand,

Mauritius, Dubai, Seychelles,

Maldives, Singapore and Ma-

laysia. Nagpal adds, "We have

also added USA and Canada

in our focus ar-

eas as we plan

to set up our

office in USA

lieves that India

is still in a nas-

cent stage, but

Nagpal be-

very soon."

it will expand in the next few years. He points out that as the metro clients mature, the Tier-II and III cities are driving business and as tourism penetration continues, the market will keep growing rapidly.

"The country has huge potential for inbound tourism given its size and diversity, and though the government has taken few positive steps like e-Visas, there is still scope to do a lot more. The government needs to view tourism as a priority sector and devise policies accordingly. The high taxation imposed on hotels under the GST regime was like a contradiction to that," says Nagpal. Travstarz's marketing focus for the next year is to increase its sales force and presence across the country and conduct more networking events in different cities to interact with agents and update them on the company's offerings. The company has also partnered with Dubai's Department of Tourism and Commerce Marketing for joint promotions till the end of year.

Let's go glamping with TUTC

The Ultimate Travelling Camp (TUTC) ups the luxury quotient for the inbound and domestic markets with its three luxury camps — Ladakh, Nubra and Kohima.

TT BUREAU

he more unique your product is, the better will be the market response. This has proved to be true for the trailblazer in glamping in India - The Ultimate Travelling Camp (TUTC). Speaking about the market performance this year, Rajnish Sabharwal, COO, TUTC, says, "Recent statistics released by the government show that the inbound market is growing at a steady pace. For TUTC, the response has been encouraging. Our product is also unique and open only for a few months of the year as it is India's only luxury mobile camp."

The main source markets for inbound traffic for TUTC include the UK, Germany, the USA and France. "We see a lot of potential in the emerging markets as well as the Far East for us," Sabharwal adds.

Right now, TUTC has focused its energies on promoting three of its camps ag-



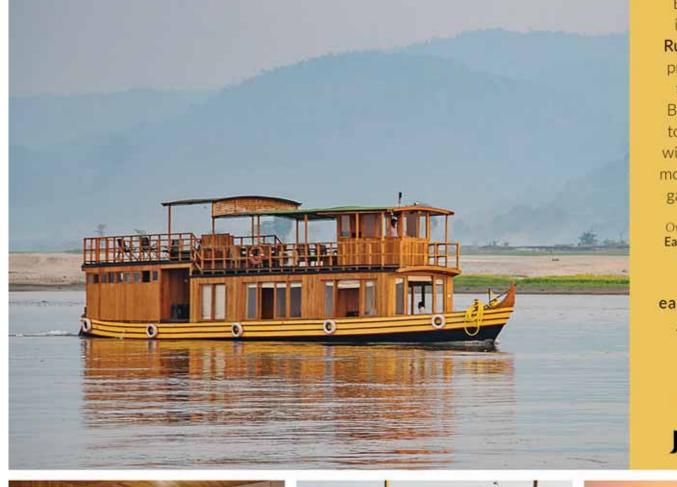
Rajnish Sabharwal

We are promoting our Ladakh and Nubra camps which remain open until the end of September. We are also promoting our signature luxury camp in the north east in Kohima. The Kohima camps open on November 29

gressively amongst the target segment. He reveals, "We are promoting our Ladakh and Nubra camps which remain open until the end of September. We are also promoting our signature luxury camp in the north east in Kohima. The Kohima camps open on November 29, 2017 and close on December 12, 2017 and coincide with the Hornbill festival."

AGENTS

The TUTC camp in Kohima is nestled in a secluded forested area amidst rolling hills. The Hornbill Festival is the largest celebration of the indigenous warrior tribes of Nagaland where 16 tribes of the northeastern state of India converge to show off the richness of their distinctive cultures. While the inbound market is huge for TUTC, it has continued to tap the domestic market. "The domestic market is the key driver for luxury tourism. Indians are beginning to explore experiential holidays and we provide them with the perfect getaway in Ladakh and Nubra during the summer months. The demand for our luxury camps has been overwhelming." Sabharwal adds. 🖊





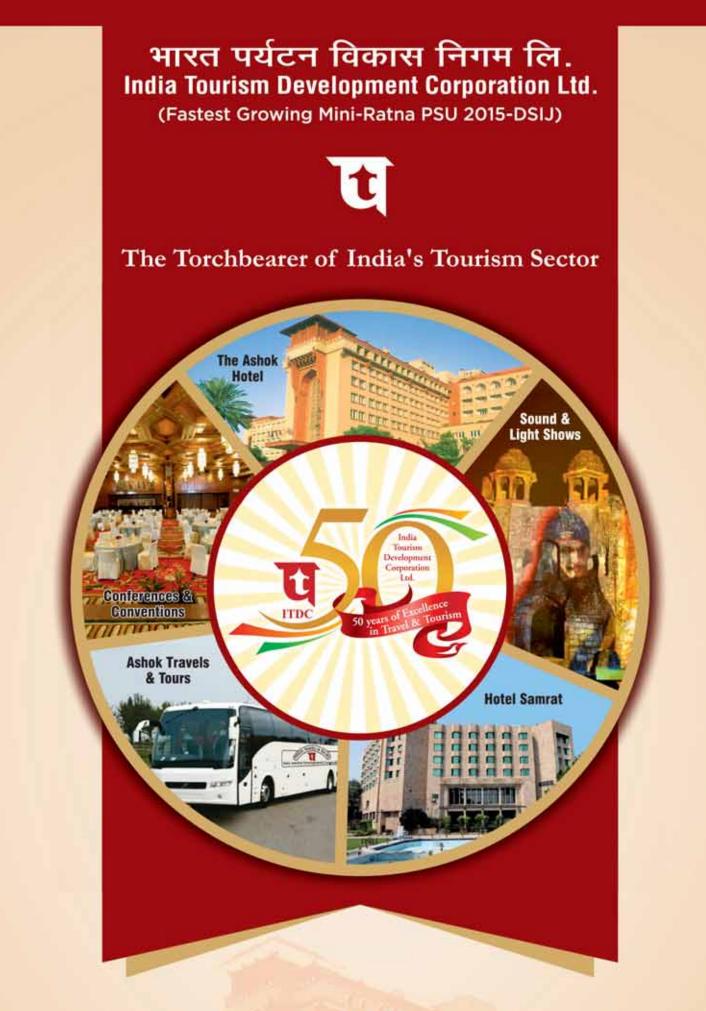


Experience rural idyll aboard MV Rudra Singha, your private houseboat that cruises the Brahmaputra river to take you to the wildlife sanctuaries, monasteries and tea gardens of Assam. Owned and operated by Eastern Odyssey, part of the award-winning JTI Group. easternodyssey.in jtigroup.co.in









ITDC

One stop solution for all your Travel & Tourism needs

Hotel & CateringConferences & ConventionsDuty Free ShoppingAir Ticketing|Travel and Transportation|Hospitality Education and Training|Event Management|Publicity and Consultancy|Tourism Infrastructure Projects|Sound & Light Shows

Regd. Office : Scope Complex, Core 8, 6th Floor, 7 Lodi Road, New Delhi-110003 India Tel. : +91-11-24360303 Fax : 91-11-24360233 E-mail : sales@theashokgroup.com Website : www.theashokgroup.com

Time is right to reinvent India tourism

IATO members deliberate on their convention theme 'Indian Tourism- Time to reinvent ourselves' and conclude that it is indeed time not just for India tourism to reinvent but also for its stakeholders as well as the governments to be the change they want to see in the India market.

T BUREAU



convention this year is quite apt considering the challenges that the industry is facing. GST has had a huge impact on tourism since there is taxation at multiple stages with no Input Credit for tour opera-

tors and if that was

and Managing Director, Clubside Tours and Travels

not enough, the tour operators in Darjeeling have been facing a complete shut down for over two months now. We are hoping for some considerations by the GST Council on the recommendations which have been made by IATO to them. Innovation is the key and the North East is an ideal product to be promoted as a destination which has immense potential but remains largely unexplored.



The only thing constant is change and this is very relevant for tour operators and travel agents to understand that in order to survive, we have to reinvent. The industry needs introspection to identify its strengths and weaknesses and accord-

Chairman, STIC Travels and India Travel Award

ingly model tourism products to gain the maximum out of them. Business is slowly and surely moving online and with advent of digital marketing, direct selling to customers, the travel agent has to adapt to the new technologies to be completive. Reinventing is a complete package where infrastructure development and product upgradation has to be accompanied by evolved business practices.



Murali Krishnan Assistant General Man-

potential when compared with any other country in the world, starting from our history, architecture, culture. tradition. nature and much more which makes us feel really

India has a lot of

proud to be an Indian. ager, Parveen Holidays, The convention theme South India Travel 'Indian Tourism- Time Award winner to reinvent ourselves'

seems apt considering there is a lot we, as tourism stakeholders, need to achieve and this can only be done with the support of the state and central governments, strong policies and tourism-friendly initiatives.





Head-Relationships, Cox & Kings and India Travel Award winner

It is a refreshing theme and that's the future. India Tourism needs to reinvent itself to attract a new segment of tourists, especially the millennials who have a choice of destinations to sample. We need to pepper our offerings with value-adds and re-imagine our products. The aim is to make our products more relevant and in tune with the changing customer preferences. We have to also broad-base our source markets while at the same time deepen our engagement with traditional markets. 77



Chairman, MIM Group (Treasure Tours & Travels and Citizen World Travels)

Tourism has to remain relevant and the only way it can do that is by reinventing itself. Globally, there are a lot of changes taking place in tourism. We are no longer selling dreams as the traveller is aware about everything through the Internet. The government and private stakeholders need to be more pro-active in the online space to sell the destination and try order to cross-sell effectively. We also need to

which we accept payments from clients abroad. Bottom line is we need to get professional.

GToday, the Indian inbound tourism industry is suffering from the lack of an adequate amount of forward movement on the trinity of product, price and promotion. On the price front, we are suffering from having substantially overpriced our tourism products with a high level of taxation and now with GST, which is more like 'God Save Tourism' tax regime, prices have increased further. However, with MOT working on launching Incredible India 2.0, there is still some scope, but the budget for it should



Saniav Basu Managing Director Far Horizon Tours

Shiv Wag

be higher. It is only on the product front that we can take matters forward individually and shift focus from the current 30 odd monuments to start promoting India's natural heritage and adventure tourism.

The theme is rightly suited for this convention as IATO promotes India as a destination on various fora in India and abroad. India Tourism needs to reinvent the wheel and proceed with fresh perspective while promoting tourism. Travel partners like us need to look beyond the conventional. We can make a difference whilst promoting Brand India in the international market. Tourists see our country

Director as one of the fastest growing economies in the Meandering Vacations world. Our progress in science, technology, and

our governance has created a lasting image in the minds of visitors coming to India. The itineraries we create need to be based on a modern overview rather than just promoting the old tours.



Managing Director Welcome Travels

We all know that Indian tourism has very high potential but we have not witnessed a boom in inbound business due to various reasons. Be it the political climate, financial conditions globally or just the discord among the industry players. There are a few undiscovered destinations which have surpassed the popular ones, which means that we need to bring to the fore newer itineraries to attract foreign tourists. The trust of inbound tourists needs to be restored in India as a tourism hub and for

that we need to rework on our operations. The agents are competing amongst themselves which may benefit an individual but negatively impacts the entire industry and sends a negative sentiment among tourists. All this needs to change and we have to take immediate steps to address these challenges.



CEO

The Travel Planners

This year's theme of reinvention is apt. India and form alliances with other private players in

change and expand the modes of payment via

We are required to change the way we think about change. We need to focus on the emerging technology trends that are shaping the way we travel. Through the rise of technology like artificial intelligence, conversational commerce and digital realities, we can see traveller behaviour transform. An innovative holistic approach can help tourism industry measure, understand and address unsustainable practices and also reduce the negative social and environmental impact of these practices to generate substantial benefits.



Director Maxxfun Holidays

Starting with the Incredible India campaign and more, awareness about India has improved significantly along with the number of visitors. Small city-states like Dubai and Singapore, and new 'hot-favourites' like Hanoi get in far more visitors each year than the whole of India. Even domestic tourists travel more overseas than within India, which is a pity, considering what India has to offer. Connectivity, infrastructure, ease of travel, taxation levels, all need to be looked into if we are to show better growth. The time has come to re- Resorts invent India Tourism and ourselves, if we are to compete for the international and domestic travellers.



Senior Vice President (Sales & Marketing), The Fern Hotels &

Though we have been talking about reinventing ourselves for almost 10 years, nothing

really has taken off and this year's convention

theme is thus most relevant. The changing

times have brought in new ways of business

and we are still lacking in operations. The

Golden Triangle, Kerala and Rajasthan are im-

portant products but we need to bring in new

itineraries to attract foreign tourists. The North

East offers immense potential which has been

Rainish Kaistha Director Paradise Holidays India

untapped. The ways of conducting business need to evolve as with the new generation, online marketing, social media for destination promotion is imperative and most of the tour operators are far away from these.

open mind this year to discuss about the core issue of key source

markets losing interest for Indian products.

Technology has changed customer behaviour and expectations of the travellers, and over the next decade or so, these effects are only going to get more pronounced. Agen-



Secretary General,

Tour Operators

Association of Buddhist

ist sites, there is a pressing need to develop new tourism products and explore unfamiliar destinations. Tourists today want to know and explore new things and destinations and India is probably the only country where one can find everything under the sun for tourism and hospitality. When we have unlimited undiscovered products, it is up to us how we explore the market to grow and diversify the segment of inbound travel to India.

India is a country of all seasons and

though we need to rediscover old tour-



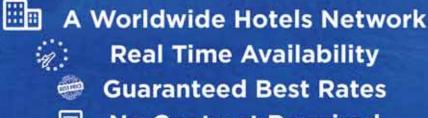
cies are fighting to attract customers, who are suddenly exposed to a huge amount of choice. Frictionless purchasing, inspiration, and personalised services are now all becoming the norm. The traditional way of booking a holiday is declining and tour operators need to adapt technology as most of the bookings are on real time. It is interesting to note that IATO is coming with an



TRAVEL PROFESSIONALS

For exclusive group booking deals IN 900 HOTELS WORLDWIDE

WHY BOOK ON OUR DEDICATED WEBSITE?



No Contract Required

travelpros.accorhotels.com



T & C apply.



NOVOTEL

LEGEN) Mercure

MAMA adagio



pullman **ibis ibis** styles budget

HOTELS

Cygnett plans 1,500 rooms

With over 70-75 per cent occupancy in their properties, Cygnett Hotels & Resorts is planning big for the future and is aiming to open around 8-10 hotels every year.

TT BUREAU

n a time when people look for more than just a room on a holiday or business trip, Cygnett Hotels & Resorts offers just what they need. Agrees Alok Verma, Chief Executive Officer, Cygnett Hotels & Resort, "Today, people don't just book a room because it's decent and clean, people look for the best value for money. Cygnett provides stellar spaces with its unique Cygnetture experience delivered through its proven best-in-class processes, people and a next-gen technology engine. Cygnett Hotels & Resorts offers the widest range of upscale, midscale, economy and budget space solutions for all kinds of hospitality needs."

Royal Desert Safaries.

Jaisalmer



Alok Verma Chief Executive Officer Cygnett Hotels & Resorts

Winner of the Fastest Growing India Hotel Brand at India Travel Awards, Cygnett is treading on a growth path. On engaging with travel trade community, Verma says, "We have alliances with several leading travel partners to boost our sales. Strategic partnerships with major travel management

companies and consortia allow us to connect with more than 640,000 travel agents globally." The company has clocked over 70-75 per cent occupancy, and Verma reveals that the newer launches have established themselves in a short period of 120 days and have started producing 55 per cent and above occupancy. "Recently, we have launched two hotels - Cvonett Park Meghna, Bongaigaon, Assam (March 2017) and Cygnett Inn Krishna, Nepalgunj, Nepal (October 2016). Both hotels are doing 50-55 per cent occupancy. Other hotels have shown around 12-15 per cent occupancy growth," he adds.

Summing up their strategic four-year goal, Verma states, "5000+ Keys. 103+ Hotels. 75 Cities. 1 Cygnetture Experience, is what we are aiming at. Cygnett is actively working to add at least 8 to 10 hotels per year for the next five years, which will work out to about 1500 rooms by 2018. Cygnett is also planning to open over 103 hotels through 75 cities across South Asia and India within the next four years."

Take Chances at this Casino

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 Vainguinim Valley Resort) is a boutique property located in Dona Paula. But this is not its only claim to fame. Another USP that it boasts is that it not only gives an overwhelming view of the Vainguinim valley but it is also walking distance from the beach.

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

The group, owned by William Britto, renovated and upgraded its casino three years ago and plans to do another upgrade by the end



Vivek Pathiyan General Manager Chances Resort & Casino

Most of our guests are local and domestic tourists. Most of them are our regular players at the casino but there are also families and FITs. We have about 60-75 per cent occupancy

of the fourth year. "Most of our guests are local and domestic tourists. Most of them are our regular players at the casino but there are also families and FITs. We have about 60-75 per cent occupancy at any given point of time, especially during the weekends," Pathiyan adds.

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'.

Pathiyan adds, "While international guests form about 20 per cent of our clientele during the peak season, we would certainly like to welcome more inbound traffic. We do plan to promote our property at WTM London. Meanwhile, our main markets in India are Gujarat and Pune in the West, Hyderabad, Bengaluru, Chennai and Kerala in the South, as well as Chandigarh. Gurugram and Noida in the North. Odisha and Kolkata in the East are also showing promise." 🖊





RightClique Hospitality offers Hospitality Management services through Management Contracting for Hotels & Resorts and Restaurants & Night Clubs including project pre-opening set ups and daily operations.

Comprehensive Sales & Marketing services can be provided comprising of Online and Offline Sales, Brand Building and Digital Marketing. Travel & Logistical support as well as Advisory & Consultancy services are also on offer.



AT THREE EXQUISITE DESTINATIONS UNDER ITS UMBRELLA



Etho Metho by RightClique is a fabulous 22 room hotel located in the mesmerising mountain town of Lachung in Sikkim.



Yarlam Portico by RightClique is an elegant 19 room family-run hotel located by a winding road in the enchanting town of Gangtok in Sikkim.



Snow View Hideaway by RightClique is a 15 room family run boutique hotel located in a quiet charming corner of the mystical town Leh in Ladakh.

CORPORATE@RIGHTCLIQUEHOSPITALITY.COM +91 99714 96422

ANGELO@RIGHTCLIQUEHOSPITALITY.COM +91 70053 00782

www.rightcliquehospitality.com

NDAS NOAS

Best On-Time Performance in the year 2016-17

Highest Occupancy Rate for 27 consecutive months

www.spicejet.com
 + 91 9871803333





AGENTS

The Carrot for cruise travels

Not only is it pushing cruise packages onboard various cruise lines, Cruise Carrot is also promoting the concept of cruises in India to develop the market further.



pany is focusing on the domestic market.

Among the leading cruise companies in India, catering to all types of cruises around the globe, Cruise Carrot finds immense potential in the India market Neeraj Sharma, Managing Director, Cruise Carrot, says, "Guests experience the

highest standards of hospital-

ity and comfort, all while cre-

Guests experience the highest standards of hospitality and comfort, all while creating unforgettable memories on the cruise. Our domestic market is bigger than the international market. In my opinion, even the inbound growth is higher as compared with the international market

by itself. Currently promoting Costa Cruises for the India market, which will operate from November 2017, the travel comating unforgettable memories on the cruise. Our domestic market is bigger than the international market. In my opinion, even the inbound growth is

Royal Desert Safaries, Jaisalmer



these markets, we are participating in TTF and plan to do roadshows as well in different cities in India."



Managing Director Cruise Carrot

Cruise Carrot promotes a number of cruise lines that include Celestyal Cruises, Costa Cruises, Princess Cruises, Star Cruises and Norwegian Cruise Line. Sharma further savs. "We specialise in the B2B market and work with all respective travel partners pan-India, offering them a variety of cruise packages. We have been making aggressive efforts to grow the cruise market from India. The IATO Convention is one such platform where we can showcase our products and inform the members about the offers in various markets across India." 🖊

Festivals good for inbound

STHI Group proposes that India should promote its various festivals to make it a year-round destination and lure foreign tourists to experience something new.

TT BUREAU

STHI Group has been performing fairly well till date, witnessing a growth of nearly 37 per cent in the first half of 2017 as compared to the same period in 2016. Gagan Kumar, Director, STHI Group, says, "We have planned to expand our portfolio with two new destinations and are adding Taiwan and Jordan in the list of hotselling destinations this year. India has tremendous potential as an inbound destination as well as an outbound tourism market. The key is in devising proper strategies and selling meticulously in order to harness the gains from this industry."

STHI Group also caters to the inbound segment of travel. Kumar proposes that India should promote its religious festivities and other types of festivals to the foreign tourists. He says, "State tourism boards should be given responsibility to arrange for these festivals in a



Gagan Kumar Director STHI Group, India Travel Award winner

We have planned to expand our portfolio with two new destinations and are adding Taiwan and Jordan in the list of hot-selling destinations this year. India has tremendous potential as an inbound destination as well as an outbound tourism market

safe and organised fashion which can then be promoted as the USP for a month. This would increase the attractiveness of India as a year-round destination." He further explains that inbound tourism can be leveraged by offering linear itineraries. "Tourists can fly in to Delhi and fly out from Mumbai and not follow circular itineraries where the foreign tourists have to come back to Delhi to take the flight back. This way we can ensure to give advantage to more number of destinations," adds Kumar. The company has been tapping new outbound destinations by way of educating clients and offering niche products with quality service.

With GST in place, the company has not seen any negative impact on business. In fact, Kumar believes that GST has brought all players in the industry on a level playing field. The company will be marketing and promoting its various products through aggressive digital campaigning accompanied by promotional activities through print media platforms.



Memorable Stays, The Way You Like Them



We will create your holiday just the way you want it. Deluxe Room for 2 nights and 3 days at ₹27,999 | Extra Bed at ₹2,999

 Package includes:
 Welcome drink · Complimentary breakfast for two Also, choose any five from the below:

 Upgrade to a suite • Pedicure and manicure for a couple • Foot and shoulder massage
 Full body couple spa therapy • Bottle of wine and 1 kg cake of your choice • Lunch or dinner buffet for two at Oasis • Barbecue or candle light dinner for two once in two days
 • 20% discount on Indian and international liquor • A free game of golf and other recreational activities • Pick-up or drop from the railway station or airport

For reservations, call: +91 95498 91725, 95498 91721 or 0294 6600 600

ms and conditions apply: Inclusive of all tax ter valid till 30th September, 2017. ckage is non-refundable & non-refundable.

Ananta Udaipur Girwa, Kodivat Road, Uda

Village Bujhda, Tehsil Girwa, Kodiyat Road, Udaipur 313001, Rajasthan, India T: +91 294 6600 600 E: reservation.udaipur@anantahotels.com



nfo@templatolio.com

Udaipur | Pushkar | Dwarka* anar

Udaipur

anah

Udaipur

reservation.udaipur@anantahotels.com | W: anantahotels.com

*Opening Soon

Trans India Holidays: Experience counts

The group has started experience-based activities that aim to give a more personalised touch while also exploring new business opportunities in Spain and Latin America.

TT BUREAU

Cpecialising on inbound **O**tourism, Trans India Holidays has been an active player for almost three decades and despite several economic factors, the travel company has witnessed a significant growth in business this year. Both FIT and group departures have been steady and the demand for India has remained

Managing Director, Trans India Holidays.

"Our biggest source markets are the UK and Australia, and in spite of the weakening of the pound, the numbers have been positive," he says. "Other significant markets for us are Italy and Germany and in recent days, we've expanded our sales and marketing team who have been aggressively

tunities in Spain and the Latin American countries, as well as from other parts of Western Europe. Russia has also been a potential market where we've seen success."

Delhi, Agra, Rajasthan, Kerala and Goa continue to be the most in-demand destinations, adds Goswamy, but apart from these much-visited sites, the group has also been like Ladakh in the north, and Karnataka in the south.

In terms of activities, Goswamy says activity-based products have been added to their portfolio of services through which guests can truly understand the destination by making everything experiential. He elaborates, "We now offer village walks for those

for those interested in Indian cuisine, homestav-based holiday packages for those wanting to experience living with an Indian family, and a host of city-specific heritage walks and even cycling tours. This way, the guests can actually experience the ways and lives of the locals."

While inbound has held



AGENTS

Kapil Goswamy Managing Director Trans India Holidays

> We now offer village walks for those who want to experience the Himalayas, cooking lessons for those interested in Indian cuisine, homestay-based holiday packages for those wanting to experience living with an Indian family, and a host of city-specific heritage walks and even cycling tours

the near future as a result of the high GST rates on fivestar hotels that could drive business away. "Although the numbers released by the government show uniform growth in inbound tourism, I fear that the new GST regime will drive away some business from India. The recent 28 per cent GST on five-star hotels results in cost increases of between 6 and 10 per cent, which will certainly affect the MICE segment. Competitive destinations with more viable hotel rates and lower taxes are expected to take away some business from India," he says.

Key markets abroad United Kingdom L Australia Ł Italy

- Ļ Germany
- r Spain Russia

f 💟 in





Seema: +91 96501 96531 seema.datt@indiatravelawards.in, Sonia: +91 96503 11774, sonia.butalia@indiatravelawards.in

#BestFromTheWest

To Nominate and Vote, please log-on to: www.indiatravelawards.in

SUPPORTED BY

HOSPITALITY PARTNER CROWNE PLAZA Incredible India 📶 📶 🏐 Breaking Men

PREMIER PARTNER

& MYSTIFLY

ENDORSED BY OTOAL A TAFL

PATA 6



TIME



I

{BE}LONG

1. Sugar

-To Rajasthan -

Ranakpur Jain Temple • Leopard Safari Kumbhalghar Fort • Culinary & Wellness Tours Jungle Treks • Community involvement • Lunch Experiences • Rural Tourism • In-room massage Outdoor Pool • Cultural Nights Certificate of Excellence



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



Mayfair to open 4 new properties

Over the next couple of years, Mayfair Hotels & Resorts is planning to expand its presence in the east even further with three new properties there and one in Raipur. **Pradipta Mohapatra**, General Manager (Sales & Marketing), Mayfair Hotels & Resorts, reveals more about the group's plans for the future.

TT BUREAU

Qat opening new properties in India? We are coming up with

new properties at Kalimpong, Raipur, Kolkata and Siliguri. We are working towards completing our Kalimpong property named Mayfair Himalayan Spa Resort that is scheduled to open in September 2017. We also have plans to open luxurious properties in Siliguri and Kolkata. Apart from the east, we have a five-star deluxe resort already under construction in been very good for us. In recent years we have carried out many promotional activities to focus on international travellers. In fact, we have calibrated our facilities and services to attract more international travellers.

Approximately, 30 per cent of our traffic is inbound tourists, which has picked up in the last six to seven months. Our properties in Odisha saw a spike in tourist footfall due to the 22nd Asian Athletics Championship held in Bhubaneswar.

practices and customisation of services in alignment with specific needs of our guests.

QHow big is your domestic market?

We are the first choice of tourists who visit Odisha because of the distinctiveness we enjoy on the account of the superiority of our facilities and services. Our properties in eastern and north-eastern India, like Mayfair Darjeeling and Mayfair Spa Resort & Casino Gangtok, are also market leaders in their respective areas. Overall, we command a huge pie of the domestic market in these two regions.

Q^{What} are your source markets in India and internationally?

A major part of our clientele is sourced from the corporate sector, public sector undertakings, sports bodies and the government. There is an emerging trend of host-



New Raipur, which is scheduled to open next year.

Our other properties Mayfair Palm Beach Resort, Gopalpur-on-Sea, Mayfair Rourkela, Mayfair Spa resort and Casino in Gangtok, Mayfair Darjeeling and Mayfair Hideaway Spa Resort, Goa, have won laurels for excellence in different categories of services and for setting a benchmark for functional efficiency in the hospitality industry. We will continue to strive towards raising the bar in quality and operational excellence in the hospitality sector in the coming days.

Otraffic for you? Inbound traffic flow has



Qhow are you promoting yourself abroad?

We are promoting our hotels by participating in various international trade shows such as WTM London, ITB Berlin and ATM Dubai. We have a marketing office in Dubai that pitches for clients in the GCC. We have tied up with international and domestic agents who feed us with leads and clients.

Mayfair is scaling new heights of excellence with its consistent performance in terms of customer acquisition and satisfaction. Delivery of high standard of service and upgrade in its quality with the evolving taste of the value-

> c o n s c i o u s customers has kept us ahead of the curve. We have been able to acquire a distinguished position on the strength of our innovative

ing weddings in a lavish and high profile manner for which five-star hotels are chosen as the venue. We are catering to this market and have plans to consolidate our position here. Apart from weddings, the wellness segment also has huge potential and we are trying our best to tap it. **G**Mayfair Convention, located opposite Mayfair Lagoon in Bhubaneswar, caters to the rapidly expanding segment of meetings and conferences and has become a destination of choice for corporates, government and other institutions.**99 Pradipta Mohapatra**



HOTELS



Mayfair Lagoon, our flagship property at Bhubaneswar, has created a niche for itself in the luxury resort segment in the eastern part of India. Designed as a boutique property, Mayfair Lagoon has been the destination of luxury savvy tourists having a flair for nuanced aesthetics. The Lagoon has of late become a favourite venue of high-profile events because of the facilities and ambience it offers.

QWhat products are you promoting in the market currently?

We are promoting MICE, weddings and wellness as well as outdoor catering currently. We have built huge capacity in the MICE segment and have become the first choice of venue for the corporate sector. Mayfair Con-

About Mayfair

Mayfair Hotels and Resorts is a group of luxury hotels and resorts with its presence in four states. Distinguished from others in its category for its unique themes reflected in its sculptures, architecture and decors, all properties of Mayfair group are built to please and entertain guests with their delicate charm, idyllic layout, and serene environs. A classic blend of oriental themes and modern designs creates an aesthetic aura around our properties. The properties scattered over different locations are designed to reflect the local cultural and design protocol that makes those unique and popular. Its multi-cuisine and theme-based restaurants provide enjoyable experience to food lovers with a wide range of delicacies.

vention, located opposite Mayfair Lagoon in Bhubaneswar, caters to the rapidly expanding segment of meetings and conferences and has become a destination of choice for corporates, government and other institu-

tions. Mayfair Heritage and Mayfair Waves, our beach side properties at Puri, have been a favourite with tourists – leisure as well as business – as they offer ideal facilities for bleisure (buisness integrated with leisure).



AGENTS Innovation is the need of the hour

Inbound tourism needs to be leveraged through newer and interactive products aimed at the young generation of foreign tourists. The government too needs to rework GST tax slabs for tourism and hospitality industry to justify the high costs, feels **Ravi Gosain**, Managing Director, Tourism Enterprises.

TT BUREAU

Froo Travels, the inbound arm of Gosain's company, witnessed, in the first half of 2017, inbound operations at similar levels to those in 2016, despite aggressive marketing efforts and innovation in its regular products. For the remaining year, the company has launched programmes en, border tension with China and now the GST regime. The recently implemented system firstly delayed cost preparation of FTO brochures and later resulted in an increase of the total price due to high tax rate on hotels. Though the government assured that GST will be a single tax, such is not the case in the tourism and hospitality industry, where cascading effect of taxes still prevails," says Gosain.

He explains that high cost will not be a problem for foreign tourists as long as they receive good service and value for their money. "Firstly, it's difficult for us to explain the sudden price increase without any value addition to FTOs and as an industry we need to find a solution for this. Secondly, we need to think beyond traditional culture and heritage tourism products and introduce newer attractions to lure the younger generation of tourists. Though this segment of tourists may not generate high foreign exchange but they will help in creating a buzz about India as an interesting destination in the international market, through social media platforms."

Tourism Enterprises plans to introduce new destinations in India. Recently, the company collaborated with Bohemia, a DMC based in Sofia, Bulgaria, which caters to the Balkan countries especially Bulgaria, Macedonia and Serbia. "We are aggressively promoting Morocco, Italy, France and Poland in our B2B network in India," adds Gosain.

Forging Partnerships

Tourism Enterprises recently collaborated with Bohemia, a DMC based in Bulgaria, which caters to the Balkan countries



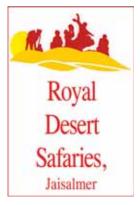


Ravi Gosain Managing Director Tourism Enterprises

We have found that there is a lack of interest among foreign tour operators (FTOs) towards India. Several reasons contribute to this negative sentiment, including crimes against women, border tension with China and now the GST regime

dedicated to travel for Yoga and meditation and has received a good response so far. However, the outbound operations handled through Tourism Enterprises, recorded a growth of 22 per cent in 2017 over 2016.

Gosain believes that inbound business to India has not been able to match the required pace, thus effecting the entire industry. "We have found that there is a lack of interest among foreign tour operators (FTOs) towards India. Several reasons contribute to this negative sentiment, including crimes against wom-



Take one wrong turn in Uttarakhand. Chances are you will land up at one of our properties.



Discover a less explored India through resorts and luxury camps across some of the most spectacular destinations in Uttarakhand. Explore the mystic aura of surroundings rarely seen by even the most ardent traveller. Let us take you to places where beauty is a divine tranquility and history is a living experience. With a proud heritage of more than twenty-five years behind us, allow us at Leisure Hotels to bring you a taste of the inherent warmth of this land that believes 'Guest is God'. Most of all, in each of our exclusive properties, experience warm personalised service, a willingness to listen and a chance to 'experience more'.

The Bungalows - a convenient getaway for family and friends located in some of the most exotic natural landscapes across India, provides a personalized service, exclusively devoted to your little group of family and friends, is the latest addition to our repertoire of offerings. Leisure Club - a unique offering from Leisure Hotels where you get the chance to relax and enjoy your vacations over and over again. Buying a timeshare enables you to lock in at today's rupee value and realise a lifetime of dream vacations for as long as you own the vacation.



LEISURE HOTELS LIMITED • F-3/6 Ground Fir • Okhla Industrial Area • Phase 1 New Delhi 20 • Ph +91 11 46520000 • Mob +91 95550 88000 • Email info@leisurehotels.in www.leisurehotels.in • CALL TOLL FREE 1800 102 4652 or Call your nearest Travel Agent

No travel blues for tourists

Travel At Blue has observed a rise in demand for off-beat countries in Africa, Oceania and South America, and is increasing their focus on inbound.

TT BUREAU

Travel At Blue specialises in curating bespoke holidays for travellers with a penchant for luxury. While outbound tourism has been their forte, the group is gradually increasing their presence in inbound tourism as well.

The owner of the company, **Chandi Patnaik**, says, "Although outbound is our core business, we have never diluted our focus and concentration in inbound tourism - especially in promoting our home state of Odisha. While the luxury travel in outbound segment is still in its nascent stage, the first quarter during this summer saw significant growth in business. We had



Chandi Patnaik Owner Travel At Blue

> We booked some of the most luxurious hotels and cruise liners, including some of the most stunning villas of the world, ranging from \$500-\$2,000 per night

the pleasure of booking some of the most luxurious hotels, resorts and cruise liners in our packages, including some of the most stunning villas of the world, ranging from \$500 to \$2,000 per night. And we are convinced that the rest of the year will be remarkable."

In terms of destinations, he informs that countries in South-East Asia, Middle East and Europe have fared as some of the most favourable destinations. "However, the demand for off-beat destinations in Africa, South America and Oceania has considerably increased this year," he shares.

He adds that tourism in Odisha has grown manifold, thanks to several reasons. "On account of good infrastructure facilities, favourable government policies, improvement of existing tourist locations. development of new tourist destinations and strong growth of hotel and restaurant industry in the state, the industry has grown considerably in the recent years. But there is potential for much wider growth if the remaining challenges are tackled," he opines. 🐓

GST on Gazebo's mind

For Gazebo, the travel vertical, the GST implementation is the single largest offering at the moment. **Pragya Rohatgi**, Product Head, Gazebo, reveals more.

TT BUREAU

QAre there any new developments at Gazebo?

Although Gazebo releases one major software update every six months, presently the GST implementation is the single largest offering for the travel vertical. Gazebo is the only travel accounting and analytics software in India that is fully GST compliant. Right from invoicing to reporting for GST, Gazebo provides seamless process, thereby significantly easing the compliance burden of the travel industry players.

Q^{Where} are your main markets in India?

Our market exists wherever there are travel industry players. Today, Gazebo is servicing customers across 22 cities all over India. Delhi, Amritsar, Ludhiana, Jalandhar, Chandigarh, Jaipur in the North, Bhubaneshwar and Guwahati in the East, Mumbai, Ahmedabad, Goa in the West, Nagpur, Indore in the



Pragya Rohatgi Product Head

Centre and Chennai, Bengaluru, Hyderabad in the South are the main market cities for us, amongst several other cities all over India.

Does Gazebo also have training sessions?

Gazebo provides periodical training to all customers, not only to update the knowledge of the travel agency staff but also to apprise them of the new releases of functionalities, conveniences, way-arounds and improved processes for managing their businesses. Apart from agency training provided on demand, Gazebo releases YouTube videos explaining our various innovations for the travel industry professionals.

AGENTS

Are you also looking to expand your target base?

Presently, we do not propose to release any off-theshelf product for audience other than the TMCs. However, we do specific assignments on project basis for other industry players.

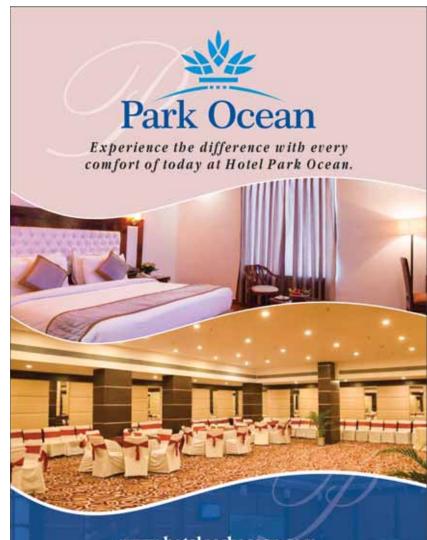
How are you reaching out to companies to inform them about your products?

We leverage the power of Internet to reach our customers. Gazebo invests in two aspects of digital marketing, organic search and social media, to reach, engage with, and share information with potential customers.

New Developments

 Right from invoicing to reporting for GST, Gazebo provides seamless process

Royal Desert Safaries, Jaisalmer



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 The Great The Great 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

Hotel Mansingh, Jaipur

106 beautiful designed luxurious rooms, a haven of pure delight Embrace the ethnic charm of the city and enjoy the finest of Indian and Mughlai cuisines alongwith live music at its new restaurantlounge-bar SANDSTROM. Rayvlas I & II the banquet hall with theatre-style seating arrangement for 225 persons and 80 persons respectively. The swimming pool, health club and SPA keep you relaxed after your heatic schedules.

Mansingh Palace, Agra Charish the luxury of elegantly furnished rooms and relive the centuries-old romance. 100 beautiful rooms. Ripples is the 24-hour coffee-shop and Sheesh Mahal the multicuisine restourant Tequilo, the well-stocked hotel bar, swimming pool and bealth club to represente the self as well as soul. A deligistful reperience to sovour for a long

Mansingh Towers, Jaipur An Executive Black with 53 wellappointed rooms & suites, designed to mix business with pleasure, with the provision of personal valet, mini bar and jacuzzi in every suite. Fax machine and PC on demand There's mare an executive lounge, a well-equipped business centre, library, a wellstocked bar and multi-cuisine restaurant Garden Court to

HIII

Indian Hospitality At Its Best





Mansingh Palace, Ajmer

delight the palate.

Rejoice in the holy and festive environment of the town and bask in the ancient and majestic ambience of the hotel designed like an 18° century fortress'. It's a memorable experience to live in the family suites that are an architectural morvel and to savour Continental, Chinese, Mughlat & Rajasthani cuisines at its Sheesh Mahal restourant.

MANSINGHGROUP

CORPORATE & MARKETING OFFICE

KCT Blocks, 2nd Floor, Rishyamook, 85-A, Panchkulan Road, New Delhi-110001 Tel.: 011-43450000 Fax: 011-43450055 E-Mail: sales.delhi@mansinghhotels.com Website: www.mansinghhotels.com

MUMBAI SALES OFFICE Tel: 022-22632211/ 22632213 Email: sales.mumbai@mansinghhotels.com

HOTEL MANSINGH TOWERS, JAIPUR

Tel: 0141-2378771 (7 lines) 5118771 (7 lines) Email: reservation.jpr@mansinghhotels.com HOTEL MANSINGH , JAIPUR

Tel: 0141-2378771 (7 lines), 5118771 (7 lines) Email: reservation.jpr@mansinghhotels.com MANSINGH PALACE, AGRA

Tel: 0562-2331771(8 lines), 4008441, 4008444 E-mail: sales.agra@mansinghhotels.com

MANSINGH PALACE, AJMER Tel: 0145-2425702, 2425855, 2425956 E-mail: sales.ajmer@mansinghhotels.com

Call of the Himalayas

RightClique Hospitality aims to expand their presence in North Bengal and Sikkim, and is also working on launching nightlife tours in Mumbai and Melbourne.

TT BUREAU

RightClique Hospitality offers a wide range of services to its clients. Some of its services include project feasibility reporting, concept, design and branding consultancy and services, hotel sales and marketing, hospitality management, digital marketing and distribution as well as creative content production. The group also offers logistic support in terms of surface transport and package creation through unique local experiences.

The group is mainly driven to work with the Himalayan region, comprising Leh, Ladakh in Kashmir as well as Sikkim. "Most of our team and



Most of our team and partners are from the area and have immense knowledge of the local life

Mohit Agarwal Co-founder and Director, RightClique Hospitality

partners are from the area and have immense knowledge of the local life, so as to build the local economies while ensuring its sustainability," says **Mohit Agarwal**, cofounder and director. Along with it, introducing nightlife tours in Melbourne and Mumbai are also on their radar.

Ladakh, have also come on board and the team is focused on escalating sales. "On the Angelo creative content front, we Daimari, Regional Direchave provided design consul-Business tation to a brand new French Development, themed hotel in Gangtok and North East Rehave been working with a leading Eastern India based gion, says that they are lookhotel chain - Mayfair Hotels and Resorts, for their content ing to expand production," he elaborates. 🐓

in the east this year. He adds,

"To begin with, we will defi-

nitely be looking to complete

our North Bengal and Sikkim

circuits, this year. Our trade

partners can certainly look

forward to offering new prod-

ucts since we will be intro-

ducing new destinations and

setting up unique, boutique

properties across the Indian

subcontinent which are al-

commenced operations only

last year with Etho Metho

by RightClique in Lachung,

Sikkim, as their first part-

ner. Agarwal adds that Yar-

lam Portico in Gangtok and

Snow View Hideaway at Leh,

RightClique Hospitality

ready under development."

Aiming at growth 24x7

Hotel reservation system, 24×7rooms.com, is on an expansion spree with new branches in Algeria and the UK, and plans to launch car rental services soon.

TT BUREAU

A one-stop-shop for ac-24×7rooms.com is committed to quality in all aspects of hospitality products and services. Armed with a new mobile app that was launched earlier this year, the company plans to add a bunch of other services to their current portfolio of accommodation, transfers and sightseeing.

Ravi Singh, Director of Sales – India, elaborates, "We plan to add services for car rentals in our system as well to provide a comprehensive experience to our clients. Our system is also undergoing a revamp and the new version is expected to launch in the first quarter of 2018. We are coming up with many unique features in our new version."

The organisation is currently focused on expanding their reach to more countries and has added two new overseas branches this year. Singh reveals, "We launched our



Ravi Singh Director of Sales – India 24 × 7rooms.com

We plan to add services for car rentals in our system as well provide a comprehensive experience to our clients. Our system is also being revamped and the new version is

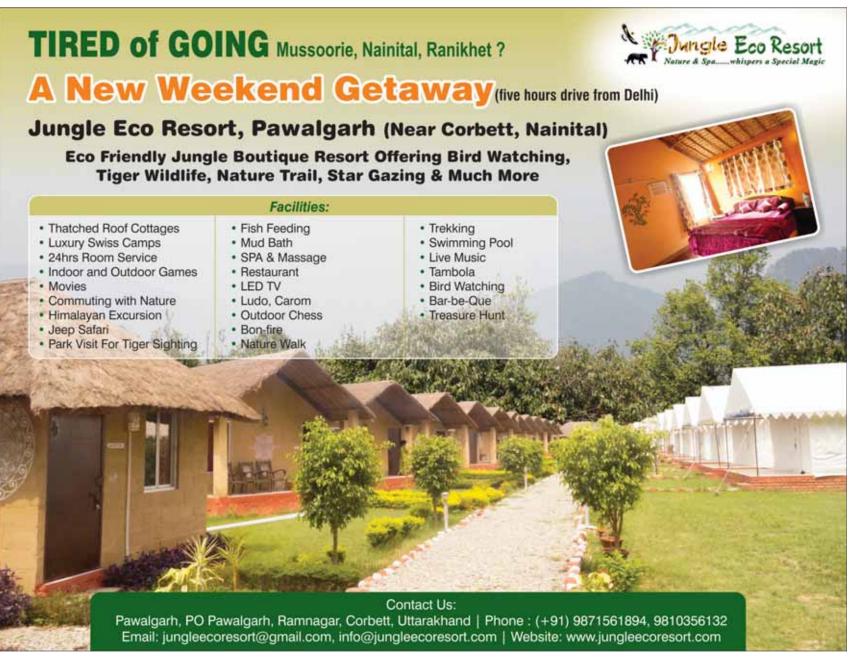
branch in Algeria and the UK this year. Going forward, we

Q1 of 2018

expected to launch in

are eyeing the African region and European destinations. Along with this, our team has done tremendous work to empower other partner systems via API XML Connectivity and White Label Connections." And as part of their growth strategy, they will be participating in World Travel Market London as an exhibitor for the very first time. Singh adds, "We are hopeful that this will give us a great platform to expand in the European region."

According to Singh, their business performed well for the summer season in spite of GST. "We did bookings for over 800 destinations during April to June for Indian agents. Apart from the famous destinations like Dubai, Bangkok, Singapore, London, Paris and New York, we were pleasantly surprised to see a good rise in bookings for Gstaad, Naples, Sorrento, Hakone, Cancun and Knysna. However, the biggest growth was noticed in demand for the Transcaucasian countries namely Georgia, Armenia and Azerbaijan." 🖊





Conservation Corporation of India (Pvt.) Ltd. www.infinityresorts.com

Delhi Office :

C-32, Sushant Lok, Phase-I, Gurgaon - 122002 (Har), INDIA Tel: +91-124-4655800 / 833 Fax: 0124 - 4655804 Mob: +91- 9911813300, 9650193662/664/65/66 Email: sales@infinityresorts.com,



Mumbai Office :

'Atlanta' 881/888, 209, Nariman Point, Mumbai - 400 021 Tel.: +91 22 61466420 / 421, 61466400 Fax: 022 - 61466499 Mobile : +91 8879090546 / 8879090547 Email: mumbaisales@infinityresorts.com











HOTELS

Global warms up to new hotels Advantage location to Eros

Global Hotel Representations is in talks with new properties to enhance its portfolio and has also opened a consultancy division to help new entrants.

TT BUREAU

lobal Hotel Representa-Giona is a professionallymanaged hotel representations' company based in New Delhi. It not only increases the awareness about affiliate hotels, but also helps in improving occupancy and RevPAR. "Our main focus is to increase awareness of our affiliate hotels in the market. In order to do so, we deploy various channels. Attending multiple travel fairs and also participating in a few is one of the areas. We also use digital marketing, social media, bulk mailing and beyond that indulge in personal marketing activities like visiting various corporate houses, tour operator and foreign mis-





O. P. Mendiratta Managing Director Global Hotel Representations

sions to promote our hotels." says O. P. Mendiratta, Managing Director, Global Hotel Representations.

The company has been performing well and plans to add few more properties this year to its representation portfolio for which negotia-

> tions are underinforms way, Mendiratta. He further adds, "We have also opened a consultancy division to help those who wish enter the to

hospitality industry. Wherever necessary, we also conduct market research for such clients." The company's sales and marketing team is big on technology and gives presentations using iPads and avoids brochure distribution.

According to Mendiratta, though the tourism industry in India is growing day by day, the industry is facing a twin-fold challenge, both from within the country and outside. "There is immense competition within the industry as supply has surpassed the demand of hospitality products in most cities in India. We are also facing competition from outside the country as our taxes are higher in comparison to those in our neighbouring countries, which makes our products less competitive in the global market. With the introduction of GST, taxes have gone down in some states and have gone up in some and some hotels, which were exempted from state tax, have also been affected," explains Mendiratta. 🖊

Eros Hotel New Delhi, Nehru Place, registered double digit growth in its inbound business, which the hotel believes is reflective of a robust demand in this segment.

TT BUREAU

ros Hotel caters to the requirements of both business and leisure segments due to its close proximity to the business districts of Nehru Place, Jasola, Okhla. Noida and Faridabad. informs Amanpreet Singh Sandhu, Director of Sales and Marketing, Eros Hotel New Delhi, Nehru Place.

Major tourist attractions like Lotus Temple, Akshardham Temple, ISKON Temple, Qutub Minar and Humayun's Tomb are in the close vicinity of the hotel and there are prominent shopping hubs like Select City Walk Mall; South Extension; Greater Kailash; and Lajpat Nagar only a short distance from the hotel.

"We at Eros Hotel have registered a double-digit growth in inbound business, which is reflective of a robust demand in this segment. International quests contribute 40 per cent to our overall

Π



Amanpreet Singh Sandhu Director of Sales and Marketing Eros Hotel New Delhi, Nehru Place

International guests contribute 40 per cent to our overall business. India is our largest source market as we receive mostly domestic quests. Other source markets include Japan, the UK, the USA and China

business. The average duration of stay is 2-3 days. India is our largest source market as we receive mostly domestic guests. Other source markets include Japan, the UK, the USA and China," says Sandhu.

Sandhu points out that the hotel believes it is imperative to have its presence on maximum channels, and to achieve this, the hotel ensures its presence with preferred international OTAs; GDS promotions in specific markets; geo-targeting through the hotel's website; presence in brochures of inbound agents etc.

Sandhu adds, "MICE is an important component of our business for which we proactively work on our empanelment as a preferred hotel for the international events and conferences in Delhi NCR. We work with the foreign tour operators through travel agents for inbound business during winter months as during summer months, domestic market has a more significant contribution in our business." 🚽



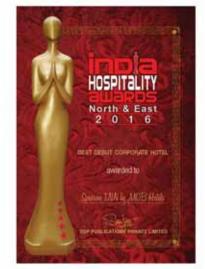








Awarded Best Debut Corporate Hotel



J'

Welcome to smart hospitality at SPARROW INN by MGB Hotels

Sparrow Inn by MGB Hotels forays into new heights of hospitality and exhibits the same warmth and standards as its parent hotel. A sanctuary of refined tastes, warm welcomes and endless fascination, where families, business travellers and groups can retreat in utopian splendor and you can experience a lasting sensation of wellbeing. Located in Alwar (NCR), Sparrow Inn ignites envy for its ideal location coupled with the perfect fusion of modern facilities and unparalleled hospitality.

V V V V V V V V



WHERE THE RAMAYANA IS TOLD IN KATHAKALI

WHERE FOLK STORIES ARE



WHERE THE SMELL OF TEA WAFTS

WHERE AYURVEDA MASSAGES MORE THAN YOUR EGO





COPPER CASTLE MUNNAR



GREEN FOREST THEKKADY



WHISPERING PALMS KUMARAKOM



For reservations call +914844144000 or mail at reservations@abadhotels.com

EXPLORE KERALA, EXPERIENCE ABAD

KOCHI = KOVALAM = MUNNAR = THEKKADY = KUMARAKOM = MARARI = ALLEPPEY

ITDC records `18.75 cr net profit in Q1

India Tourism Development Corporation (ITDC) will concentrate on strengthening other verticals to improve visibility, turnover and profitability in light of the ongoing divestment process, reveals **Piyush Tiwari**, Director - Commercial & Marketing.

TT BUREAU What have been some of the milestones achieved during the past year?

2017 has been a fairly successful year for ITDC. To begin with, ITDC's The Ashok became India's first government-owned, five-star hotel to earn LEED Gold Certification for the existing buildings. The financial results for year 2016-17 posed robust performance with total turnover of `495.14 crore, registering a growth of approximately 6.32 per cent over the previous financial year. ITDC made its debut on the National Stock Exchange (NSE) during the year as one of the fastest growing organisations in the stock market. Additionally, The Ashok registered its highest-ever turnover of `152.91 crore during FY 2016-17. Ashok Events Division also registered its highest ever turnover of `36.37 crore during the year, whereas Ashok International Trade division registered a turnover of `18 crore, which is the highest in the last eight years. We now have 11 duty-

free shops in major seaports in India at Kolkata, Haldia, Paradip, Visakhapatnam, Kakinada, Chennai, Mangalore, Mumbai, Goa, Krishnapatnam and Cochin.

QWhat are your expectations for the rest of 2017?

ITDC has been consist- durin ently making profits for the year

last five years and the trend has continued during the current financial year as well. The corporation registered a net profit of `18.75 crore for the first quarter, ending June 30, 2017. Plans are underway to improve performance and profitability of all the divisions to register growth during the current financial year as well. **Q**^{What} kind of expected under the new leadership and postdivestment?

HOTELS

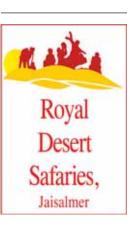
With the appointment of a new CMD, the corporation is bound to get many new and fresh ideas for overall improvement of performance and profitability. Renovation of The Ashok and Hotel Samrat is already underway to make them on a par with new and modern hotels. With the ongoing process of divestment of some hotels, ITDC will



Piyush Tiwari Director - Commercial & Marketing India Tourism Development Corporation

Special focus would be on AIHTM and Centre of Excellence at Hotel Samrat to promote Skill India initiative

focus more on strengthening other verticals like Ashok Travels & Tours (ATT), Ashok International Trade Division (AITD), Ashok Institute of Hospitality and Tourism Management (AIHTM) and Ashok Consultancy & Engineering (ACE) divisions to improve visibility, turnover and profitability of ITDC. Special focus would be on AIHTM and Centre of Excellence (COE) at Hotel Samrat to promote Skill India initiative and solve one of the biggest challenges that the hospitality, travel and tourism industry is facing. The duty free shops and Ashok Tours and Travels, will be centres of attention to boost business and development with new initiatives. 🚽



BUSINESS SHOW

December 2-3, 2017 (Sat - Sun) Delhi NCR

AN EXCLUSIVE MICE EVENT PAR EXCELLENCE





An expression that our customers frequently use to define us TRUST-WORTHY!

From a humble beginning 3 decades ago to being a leading group in the hospitality, travel, hotel & tourism management studies is no mean task. The secret to this success is the philosophy at the core of it i.e. the group is driven by a passion to deliver the best services possible. Each and every aspect of service deliveries across group companies is built upon the sound principle of "Delivering on Trust". This makes Swosti Group stand apart and continue to add value to customer experiences.

- 306 rooms the maximum in Odisha by a hospitality chain3 Hotels, 1 resort
- The only luxury resort on Chilika lake
- 9 different themed restaurants
- Largest convention centre
- Most diversed and detailed travel solutions
- Most comprehensive wedding affair management



Email : crs@swostihotels.com | Mob: 09338015588 | www.swostihotels.com | www.orissatravels.com Toll Free: 1800 123 1414



Swosti Premium Ltd. P-1, Jaydev Vihar Bhubaneswar-751013, Odisha Ph: 0674 3017000/ 3253515 M: 085949 99396



Swosti Grand 103, Janpath, Unit-III Bhubaneswar-751001. Odisha Ph: 0674 3019000 M: 093374 72946



Goaplpur Palm Resort Gopalpur on Sea Ganjam -761002, Odisha Ph: 0680 2343455/ 2343718 M: 09337223590



Swosti Travels 103, Janpath, Unit-III Bhubaneswar-751001, Odisha Ph: 0674 2535773/ 2536228 M: 093380 91727



Swosti Chilika Resort Chilika, Odia Alapur Pathara, Via: Gorapali Odisha-761029. M: 093380 15588, 070644 76131 P

STATES

The third edition of Jal Mahotsav, a festival of adventure tourism in central India, will be held from October 15, 2017 to January 2, 2018 at Hanuwantiya, District Khandwa in Madhya Pradesh.

TT BUREAU

et up in the lap of Hanuwantiya Island besides the pristine waters of Indira Sagar Dam, the picturesque escapade here complements the joy that lies in the spirit of adventure.

Flying above the sparkling waters or speeding through it, India's one of its kind water festival – Jal Mahotsav, is full of land, water and air adventure activities. This 80 day long adventure carnival, will be a treat for all those who want to seek adventure.

The festival also represents the culture of Madhya Pradesh - a culture that stands for rich skill set of its artisans, rich heritage and not to miss out, sumptuous cuisine. This quiet, secluded place will be buzzing with activities for full month long when it will transform into a tented city to host the guests from India and abroad. Cultural extravaganza every day, after sun down including the New Year party will be something you will cherish. Craft bazaar, food bazaar, cycle rides and many more recreational activities are waiting to be explored.

Guests can choose from a number of land activities like zip lining, tug of war, volleyball, paint ball, archery, bull cart ride, kite flying, club house, wall climbing, star



gazing, all terrain vehicle rides etc. There are multiple water sports activities also available to suit the travellers. Take motor boat rides, speed boat rides, banana rides, short cruises or indulge in water zorbing, water para sailing, jet ski at Hanuwan-

Activities galore at

2

tiya. Hot air ballooning, land para sailing and para motors are available for those who wish to indulge in air activities while for the nature lovers, the guests can experience an exotic Island Stay which is accessible from Hanuwantiya by boat in 45 minutes.











Distance of Hanuwantiya tourist complex in Khandwa district is 130 km from Indore. It is 150 km from Maheshwar, 85 km from Omkareshwar and 48.5 km from Khandwa. By different routes from Bhopal, distance of Hanumantiya is 300 to 350 km

Connectivity

One can travel to Bhopal by Shatabdi Express, and from there hop on a bus or private car for Hanuwantiya or take Intercity Express train to Indore and then take a bus. MP tourism can also help avail a car to Hanuwantiya as well. Flight options to Indore are always available





Here's a wonderful 'Chances' to holiday in Goa

Welcome to the 5 Star Boutique Resort. 'Chances Resort and Casino' – a unique 5-Star boutique resort known for it's elegance and personalized service. Tucked into the Dona Paula Valley, flanked by a scenic beach and lush hills, you are never far from Goa's sun, sand, fun and glam! Adding to nature's wealth, we have a private casino for you to try your luck. So call us today and book your holiday. **Babysitter Service Available.**





Holiday Packages Starting from :-Rs 13,500 (all inclusive) for 3N & 4D



Reservation : E-mail : reservations@chances.com Landline :- 9108322455201-04, Website :- www.chancesgoa.com Himachal Pradesh has many hidden hamlets vying to charm travellers with its pristine natural beauty and cultural innocence. One can also take the road less travelled to discover the many secret hideaways in this mystical land, which is already a hot-spot for adventure and religious tourism.



Road less travelled in Himachal Pradesh

Barog: Barog, on the Kalka-Shimla highway, has grown from a mere stopover to a full-fledged destination. Surrounded by pine forests, it presents a fascinating view of the Churdhar Peak, which poetically translates into 'Mountain of the Silver Bangle'. HPTDC runs Hotel Pinewood here and Barog is increasingly becoming

Kafnu. And here begins one of the most beautiful trek routes in Himachal. To the east, the Bhaba Valley leads to the Pin Valley in Spiti and to the west, the routes move to Kullu through the Parbati Valley

Chindi: Hillsides covered with thick forests, acres filled with apple orchards, small



a popular conference destination too.

Barot: Situated 22km away from Joginder Nagar, and 11km away from the Haulage Trolley, Barot packs an enormous range of outdoor activities. A trout-breeding centre makes it a wonderful place for angling. Across the river Uhl is the Nargu Wild Life Sanctuary, home to the Ghoral, Himalayan Black Bear and a variety of pheasants.

Bhaba Pass: From Wangtu, a road turns off to



picturesque hamlets and remarkable views in all directions make up Chindi and the area around it. It is an excellent off-beat destination that holds the charms that Himachal is famous for. Motorable on the Shimla-Mandi highway via Tattapani, it is a beautiful and unexplored destination in Karsog Valley.

Churdhar: Dominating the entire landscape of fields, forests and ravines is the Churdhar peak, a trekkers' treat from Nahan and Renuka. Approached by road

from Dadahu, S a n g r a h , B h a w a I , Gandhuri and Nauhra, it is a 50km trek. The peak offers a fine view of the Gangetic plains and the Satluj River in the south, and Badrinath towards the north. This is an excellent area for trekking during summer and early winters.

Dharamkot: Situated on the crest of a hill 11km from Dharamshala and 2km from Mcleodganj, the village Dharamkot is a picnic spot that affords a panoramic view of the Kangra valley, Pong Dam Lake and Dhauladhar ranges. Dharamkot village is a good base for trekkers undertaking short and long treks.

Janjehli: At a distance of 85km from Mandi, Janjehli is one of the virgin tourist places, where tourists chance upon nature at its best. It is also a paradise for hikers, offering treks up to a height of 3,300m. The famous unique temple of Shikari Devi is about 15km from Janjehli. In this valley, tourists can also visit the Kamrunag temple and a sacred lake.

Karsog: The wide Karsog Valley lies below Chindi and has good excursion spots. Apple orchards add thier attraction to the area and Chindi is surrounded by them. Karsog valley in the Mandi district is famous for apple orchards and dense forests. In the Karsog area, Kamaksha Devi and Mahunag are the famous temples. The place Tattapani is famous for hot water springs.

Pangi Valley: Full of grandeur and tribal majesty is the land-locked valley of Pangi, 173km from Chamba via Sach Pass (4,414 m). It is one of the sub-divisions of Chamba district surrounded by the Peer Panjal and Zanskar ranges. Beyond the reach

of tropical monsoon rains, the valley is one of the offbeat tourism destinations in the state. There are beautiful valleys within the Pangi region like Sural, Saichu, Kumar-Parmar, Hundan and Sechu. All these valleys are connected by the Zanskar range.

Renuka Lake: The most important place of tourist interest in Sirmaur is the sacred and picturesque lake of Renuka, 38km from Nahan via Dadahu. It is one of the most beautiful lakes in Himachal Pradesh, having crystal clear waters and is shaped like a sleeping woman.

Shoja: This is a vantage point for a complete panorama of the Kulla area. It provides an encompassing view of snow peaks and valleys, meadows and forests, rivers and streams. Bifurcating from Aut from the National Highway, Shoja is just 5km short from Jallori Pass. A walk of 5km from the Pass takes you to the Sarolsar Lake among deep forests. The road further to Jallorl Pass connects Rampur, Narkanda and Shimla via Ani and Luhri.

Sujanpur Tira: Sujanpur was a refuge of Sansar



remnants of 'Barahari Hall' and some exquisite frescos on the walls of Narbadeshwar and Gauri Shankar temple are testimony of Sansar Chand's abilities.











(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







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



Opening Shortly in October

FOR LARGER-THAN-LIFE EVENTS Exotic celebrations begin here







Hotel | Banquets | Parties | Events

1/12, West Patel Nagar, Metro Pillar No. 201, New Delhi 110008 Tel: +91 11-49889900 Email: theexoticagrand@gmail.com



An adrenaline kick in Jammu & Kash

Known for its natural beauty and panoramic landscapes, Jammu and Kashmir is straying from the obvious to promote adventure tourism in the state. Places like Gulmarg, Sonmarg, Pahalgam and Drass are brimming with opportunities for adventure and sports enthusiasts to explore.

Rafting

With the intricate network of Mountain Rivers flowing through myriad rocky gorges, forests, flowers and high mountain villages, the Lidder River, Pahalgam provides ideal locales for the perfect water adventure. The suitable period for river running depends on the adequacy of water volume. attractions in Kashmir and is apt for adventure seekers. Gulmarg is considered to be the best ski resort in the Himalayas and is accredited as the highest cable car enabled ski resort in the world mainly due to a Gondola Cable Car Lift. For skiers visiting Gulmarg, accommodation is available at the JKTDC Huts situated at Patnitop, Sanasar picking up fast in the Valley. Paragliding takes you on a tour of the green valleys and majestic mountains of Kashmir. Looking from above, you will find the breathtaking sight of the Valley below. The very best time for paragliding, specifically in Sanasar, will be the interval of May-June and September-October.



Thus, the period between April and September is most appropriate.

Skiing

Skiing is one of the prime



and Kud apart from the several private hotels available for booking at Patnitop and Kud

Para Gliding

Aero sports are a rage among travellers in Kashmir. Amongst the numerous aero sports, paragliding is the most popular. Also, it is one of the latest adventure sports that is

Mountaineering

Climbing in the Himalayas can be very stimulating. Rich in flora and fauna, the summits of most peaks are an exhilarating experience. More recently, peaks in the restricted area of the Nubra Valley in the Inaian Karakorams have also been opened to foreign and Indian tourists. The popular peaks of Ladakh and Kashmir where mountaineering expeditions are organised on a regular basis are Apsarasas, Chong Kumdan, Teram Kangri Group, Tughmo Zarpo and Saser Kangri. Places like Pahalgam, Gulmarg and Sonamarg serve as base camps for trekking tours to mountain peaks.

Golfing

Kashmir offers a unique opportunity to play golf in invigorating surroundings, where the wind whispers through enormous trees of chinar and stately pine. The golf course at Gulmarg, situated at an altitude of 2,650 m, is the



highest green golf course in the world. The Kashmir Golf Club has all the luxuries fitted that make playing golf a memorable experience while the Royal Spring Golf Course has been voted as India's best Golf course.





 MUMBAI:

 504, Marine Chambers, 43,

 New Marine Lines, Opp. SNDT College

 Mumbai - 400 020, India

 Ph: 022-22070129, 22070130

 E-mail: mumbai@ddpl.com

 MIDDLE EAST:

 Pu. 602-2070149, 2020

 P. Box 948, Saif Cone,

 P. Sharjan, UAE: Ph. + 971-6-5573508,

 Famil: uae@ddpl.com

Offices

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 sincer effort is made to report acourate. 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, optimers/views opersed by third parties in abstrat and/or in interviews are not necessarily shared by IATO Daily. However, we wish to advice our readers that one or more necognised authorities may hold different views that nose reported Multerial usud in this publication is internded for information purpose only. Readers are adviced to seek specific advice before acting on information contained in this publication is internded for informations. Contents of this publication the readers' particular circumstances. Contents of this publication the readers' part of LOD Daily can part of the contest hered may be reproduced, sored 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 diar 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 damagad. This publication is not meant to be an endowsement of any specific product or services offered. The publisher reserves the right to refuse, withdraw, amend or otherwise deal with all advertisements without explanation.

without explanation. All advertisements must comply with the Indian and International Advertisements Code. The publicher will not be liable for any damage or loss caused by delayed publication, error or failure of an advertisement to appear.

IndiGo to anywhere

138 aircraft, 46 destinations, over 900 times a day. Yours for the taking.





TREE OF LIFE Resorts & Hotels



"It's been a privilege for me to have stayed in some of the best hotels in the world - Bergen-stock, Switzerland, the Hay-Adams, Washington, Essex House, New York and many, many more. The Tree of Life, Jaipur needs to be considered among the world's best resorts. I've been in India for two months now, and the week spent at the Tree of Life was the best time my wife and I have had here." Ted Stert, Colorado, USA.

Tree of Life Resort & Spa, Varanasi

Tree of Life Resort & Spa, Jaipur

Tree of Life Grand Oak Manor, Binsar Wildlife Sanctuary

Tree of Life Resort & Spa, Agra (Opening 2019)

Tree Leaf Vantara Resort & Spa, Udaipur

Tree Leaf Marari Sands Beach Resort, Marari

Winner of the Architect and Interiors India Award

Email : unwind@treeofliferesorts.com Tel: 09602091000, 09602092000 www.treeofliferesorts.com | www.treeleafhospitality.com