



# LATA Members' Newsletter

June 2015

## News from LATA



Dear LATA Members,

With less than a week to Experience Latin America, the countdown has really begun and as you can imagine we are working flat out to get everything ready for the 120 exhibitors and all of the buyers expected at the event! I am looking forward to seeing many of you there next week. Keep up to date with all the news from the event using the hashtag [#ELA2015](#).

In other news, LATA held the very successful Belmond LATA Media Awards at Lima Floral in London last month. We would like to thank our Title Sponsor Belmond and Category Sponsors Silversea, Tequila Espiritu de México and Aero Mexico and the attending members and media for supporting the event. Images from the event can be found and downloaded [here](#).

Please don't forget the LATA AGM, which is also taking place next week, Thursday 18<sup>th</sup> June at the Meliá White House. If you are yet to RSVP and for more information on the event, please visit the event page [here](#).

Have a great month!

Un Abrazo,

Megan Parkinson  
Executive Manager

## Forthcoming LATA Events

15<sup>th</sup>- 17<sup>th</sup> June 2015 – Experience Latin America, London

18<sup>th</sup> June 2015 – LATA AGM (Annual General Meeting) at Meliá White House, Albany Street, London.

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## News from UK Members

**Aerolineas Argentinas** marks a new milestone by incorporating A-330 aircraft into the flag carrier's fleet, which will start regular flights to Madrid from 1<sup>st</sup> July.

Aerolineas Argentinas has scheduled two direct flights between Buenos Aires and London to transport rugby supporters attending the first and second rounds of the "Rugby World Cup 2015" to be held in the UK in September and October this year. Reservations can be made through the website [www.aerolineas.com](http://www.aerolineas.com)

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**Belmond Hotels in Latin America Offer Olympic-Themed Experiences:** Belmond's hotels in Latin America are offering activities inspired by the Rio 2016 Olympic Games. Guests at Belmond Copacabana Palace in host city Rio de Janeiro can learn FootVolley on the beach; Belmond Maroma Resort & Spa holds a 'Food, Fashion and Fitness' weekend from 18 – 21 June which includes a mini-triathlon; and those staying at Belmond Miraflores Park can uncover Lima's hidden gems on a bicycle ride through Miraflores and Barranco. [belmond.com](http://belmond.com)

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**The BigBlue Collection** is proud to announce that Turavion of Chile, Panamericanas de Viajes of Colombia and Hover Tours of Venezuela are now part of its growing portfolio of partners in Latin America and beyond. For more information please contact Daniel Santin [daniel@bigbluecollection.com](mailto:daniel@bigbluecollection.com) and/or Silvia Vizzoni [info@bigbluecollection.com](mailto:info@bigbluecollection.com) Silvia and Daniel will be present at the forthcoming Experience Latin America event, representing Eurotur of Argentina and Viajes Meca of Mexico.

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**Copa Airlines** is pleased to announce that it will be present at Experience Latin America 2015. You can meet Sabrina Diamante - Head of Airline Sales for UK & Ireland at the Copa Desk or arrange an appointment beforehand. Copa, the Panamanian Airline is a Star Alliance member leading as Latin American provider of passenger services with daily schedule flights to 73 destinations in 30 North, Central and South American countries as well as the Caribbean.

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**Hemisphere Marketing:** Claire Antell is delighted to confirm that as well as representing Pure Brasil and Wilderness Explorers in the UK, she is now representing Travel Excellence of Costa Rica in Australia as well as organising sales calls and launch events for Tren Ecuador in Sydney and Melbourne in early June. She is back in the UK for Experience Latin America and sales calls and training. Please contact [claire@hemisphere.marketing](mailto:claire@hemisphere.marketing) if you would like a visit after ELA for any training or general marketing meetings.

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**LATAM Airlines Group**, which comprises LAN and TAM Airlines, has opened the largest VIP lounge in South America in Arturo Merino Benitez International Airport Santiago, Chile. The new lounge's extensive amenities include sleeping rooms, entertainment facilities, laundry services and a fully-equipped business center along with a unique culinary offering and an excellent selection of wines. LATAM Airlines Group has VIP lounges in São Paulo, Santiago, Buenos Aires, Chile and Bogotá. <http://bit.ly/1banvik>

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**Mercator Travel:** Debbie Hahn, formerly with Audley Travel, has joined Mercator Travel as part of its expansion into South America. Mercator has recently launched the following websites under its South America Revealed brand:

[www.chilerevealed.co.uk](http://www.chilerevealed.co.uk) [www.argentinarevealed.co.uk](http://www.argentinarevealed.co.uk) [www.colombiarevealed.co.uk](http://www.colombiarevealed.co.uk)  
[www.ecuadorrevealed.co.uk](http://www.ecuadorrevealed.co.uk) [www.boliviarevealed.co.uk](http://www.boliviarevealed.co.uk)

David Gilmour, who joined the team in November, gave a talk about Latin America recently which included information about the LATA Foundation. The event helped raise £140 for the dental project in Buenos Aires.

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[tranquilico.com](http://tranquilico.com) "As you know we operate the LATA transport safety campaign which is of great benefit to the membership, however, you may not be aware that we also offer an excellent crisis management training course (very pertinent given the recent Thomas Cook media circus). If you would like us to provide some training to your staff on the roles and responsibilities required, some great case studies to learn from followed by a simulated scenario please get in touch." e-mail: [tranquilico@me.com](mailto:tranquilico@me.com)

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## News from the Region

**Alejandra Corriols, Executive Manager of C.A.S.T.** will be present at Experience Latin America talking about products and services in Nicaragua, Costa Rica and Panama. C.A.S.T. has just launched one of its amazing tours which covers all three countries. For more information on this 19 days tour please contact [castuk@castcr.com](mailto:castuk@castcr.com)

## Antarctica

**Antarply Expeditions is pleased to announce its new [2016-17 season dates and rates](#)** which includes their popular itineraries, CLASSIC ANTARCTICA, WEDDELL SEA QUEST, POLAR CIRCLE QUEST and CLASSIC SOUTH GEORGIA. All cabins are outside cabins on Deck E or Upper Deck G and feature portholes or windows. Please email [info@antarply.com](mailto:info@antarply.com) for further information.

## Argentina

**Aliwen Incoming: Península Valdés:** From June to the December hundreds of whales (Ballena Franca) visit the Golfo Nuevo, to mate and give birth. From September in Punta Tombo Reserve penguins breed, and Puerto Madryn is a popular place for water sports and diving. For information email: [quote@aliwenincoming.com.ar](mailto:quote@aliwenincoming.com.ar) Mention this article and we will include a book with information about the fauna of this region for your clients. Aliwen Incoming is happy to participate at ELA 2015! Please book a meeting with us so that we can update you with new products and ideas for bespoke trips to Argentina! [www.aliwenincoming.com](http://www.aliwenincoming.com)

**Argentina Travel Partners** will be represented at Experience Latin America by its General Manager/Operations Fernando Amer. For those who do not know him it will be an ideal opportunity to meet with him. You will find Fernando is a very knowledgeable, creative and pro-active member of the ATP DMC team. He will be taking information on new products as well as reminding you of all the wonderful experiences there are to offer guests in Argentina.

**Eurotur**, part of the BigBlue Collection, will be present at the Experience Latin America event to showcase all its latest products and services, including a new tour in the Ibera Marshlands and a revised tour covering the North of Argentina and including Salta, Tolar Grande Antofagasta and Cafayate. For more information please contact Silvia Vizzoni at [silvia.vizzoni@eurotur.tur.ar](mailto:silvia.vizzoni@eurotur.tur.ar)

**H&T has launched 7 new electronic brochures** with over 50 great trip ideas, including family adventures, estancia to estancia horse rides, self drives, food & wine tours and some excellent active trekking trips. To receive them please email [roger@htargentina.com](mailto:roger@htargentina.com) or visit them at Experience Latin America in June!

**Say Hueque Argentina Adventures:** Buenos Aires has been named 8th best destination on TripAdvisor's annual World's Top Destination list. As part of the site's Travelers Choice Awards, this ranking was determined through millions of votes and saw Buenos Aires beat out cities like Paris and New York and best its own ranking of 14th on last year's list. To see this top destination for yourself, contact [Say Hueque Argentina Adventures](#) to start planning your trip!

## Bolivia

LATA would like to give its congratulations to long-time LATA members, Bolivian operators **Crillon Tours**, who recently celebrated 57 years in business! Crillon has been a member of LATA for most of LATA's existence and the LATA team would like to wish them happy anniversary and toast to the next 57 years!

**Crillon Tours** is the first Bolivian Operator to have drones flying over the main highlights, Lake Titicaca and Uyuni Salt Flats. TV cameras and lasers for targeting give the real feeling of the visit and a new dimension to Destination Promotion. The restless Crillon Tours team is also launching at ELA more highlights & SIC programs, operated successfully during 10 years and lately with the UK market. In the near future Z8 announced flights LPB/VVI/IGU. [www.titicaca.com](http://www.titicaca.com) and [www.uyuni.travel](http://www.uyuni.travel)

**Magri Turismo's** commitment to give back to communities is a direct reflection of its passion for Bolivia and its people. Magri Turismo supports Hormigon Armado, which helps shoe-shiners from low-income backgrounds further their personal development and protect them from exploitation. Together with its employees, Magri Turismo sponsors 2 scholarships for shoe-shiner's vocational training with hopes to improve their job prospects. Learn more and help the cause at [www.hormigon-armado.wix.com/lustrabotas](http://www.hormigon-armado.wix.com/lustrabotas)

## Brazil

**MEE at Belmond Copacabana Palace Awarded Michelin Star:** MEE at Belmond Copacabana Palace in Rio de Janeiro is one of the first restaurants in South America to be awarded a Michelin star. The luxury pan-Asian restaurant features in the inaugural edition of the Michelin Guide Rio de Janeiro & São Paulo. Led by celebrated BBC TV chef Ken Hom, MEE takes guests on an exotic gastronomic journey through Thailand, Cambodia, Malaysia, Singapore, Korea, Vietnam, China and Japan. [belmond.com](http://belmond.com)

**Passion Brazil**, the Rio de Janeiro based leading DMC and Incoming Tour Operator for all Brazil has recently joined LATA. Passion Brazil's Executive Director is Mariana Rosa and this well-respected company is represented in the UK by the Destination Marketing Group whose MD, Philip Cooke, can be contacted at [philip@thedmg.co.uk](mailto:philip@thedmg.co.uk) or 01452 500663. [www.passionbrazil.com](http://www.passionbrazil.com)

## Chile

**La Tirana:** A Colourful, Traditional Festival from the Atacama Desert La Tirana is a small oasis town of just over 800 inhabitants located in the Pampa del Tamarugal, in the middle of the Atacama Desert. Every year on July 16th the town welcomes close to 200,000 visitors, who come to celebrate Chile's leading religious festival, held in honour of Our Lady of Mount Carmel. Religious fervour and Altiplano culture combine in the colourful Festival of La Tirana. [www.chile.travel/en](http://www.chile.travel/en)

**New combined program Alto Atacama + Vira Vira** 15% discount on rack rates on BOTH hotels. **Conditions:** Guests staying until 15 December 2016 (black out 15 December to 6 January 2016) Minimum 3-nights stay in all inclusive programs at both hotels. These special programs are exclusively for tour operators and are available only via a DMC, therefore commission applies as usual after the discounts.

**explora:** "We would like to share with you that **explora Patagonia** will only be subject to fixed arrivals and departures from Nov. 15th 2015 until March 2nd 2016. Therefore, NO calendar dates apply prior or after the above mentioned dates. Also, we will be attending ELA in June and looking forward to seeing everyone there. Un abrazo, Ximena." [www.explora.com](http://www.explora.com)

**Protours introduces a new excursion showcasing authenticity and quality!** De Pablo A Violeta takes place in a restored house located in the famed Bellavista neighbourhood of Santiago. Upon arrival guests will be welcomed by actors, musicians and dancers that will set the scene for an extraordinary evening. As they enjoy a meal they will be treated to a show, discovering what Chile is all about; its colours, its people, its passion.

**New combined program The Singular Hotels + Vira Vira:** Special Rate of 3.339 USD per pax on double basis. **Conditions:** Guests staying from 17 September to 15 December 2015. 3-nights stay in all inclusive programs at The Singular Patagonia and Vira Vira + 1 night at The Singular Santiago. These special programs are exclusively for tour operators and are available only via a DMC, therefore commission applies as usual on this rate.

**For their promotions with free nights in Santiago, for Tierra Hotels** can now offer Lastarria Boutique Hotel and the Grand Hyatt, Santiago as well as The Ritz-Carlton, Santiago. Full promo details at [www.tierrahotels.com](http://www.tierrahotels.com)

**Turavion:** Patricio Zamorano, Sales & Marketing Manager UK, will be attending Experience Latin America. Patricio is looking forward to meeting key tour operators. For more information on Turavion's tours and services, please contact Daniel Santin at [daniel@bigbluecollection.com](mailto:daniel@bigbluecollection.com)

## Colombia

**Colombia57:** Luxurious mountain haciendas in the lush green landscape of the coffee region, whale-watching on the wildly enchanting Pacific Coast or intimate island cruises to the Rosario islands in the Caribbean? Why choose between these experiences if you can combine them all into the same itinerary! To hear more about Colombia's diverse range of unique experiences, contact Simon Locke ([simon@colombia57.com](mailto:simon@colombia57.com)) who will be attending the ELA event in June in London.

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**Colombian Journeys** would like to invite you to visit them at Experience Latin America from June 15-17. If you would like to arrange a meeting, Guillermo Villoria will be delighted to see you. Please feel free to send a meeting request: [marketing@colombianjourneys.com](mailto:marketing@colombianjourneys.com) or [g.villoria@colombianjourneys.com](mailto:g.villoria@colombianjourneys.com) "We look forward to meeting you at ELA 2015." [www.colombianjourneys.com](http://www.colombianjourneys.com)

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## Costa Rica

**Costa Rica Sun Tours** invites you to join us on our new exclusive fix departure trips designed by our premiere guides. These are what they believe to be some of the best ways to experience Costa Rica. Whales and Dolphins with Leo Chaves (September 4-11, 2015) and Photo Safari with Alex Arias (August 1-9, 2015 & April 1-9, 2016). See more: Leo's trip: <http://www.crsuntours.com/trips/turtles-whales-and-dolphins/> Alex's trip: <http://www.crsuntours.com/trips/costa-rica-photography-trip/>

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**Travel Excellence at ELA 2015** Mr. Carlos Blanco is representing Travel Excellence at ELA 2015, they still have some time slots available to coordinate appointments. If a meeting at ELA is not possible, Carlos is extending his stay in London after the show and he will be happy to visit your offices. For appointments at ELA contact [mercadeo@te.cr](mailto:mercadeo@te.cr) or after the show contact Lillian Mathieson at [americas@americas.co.uk](mailto:americas@americas.co.uk)

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## Ecuador / Galapagos

**Creter Tours DMC**, whose main focus is to offer different destinations and travel solutions for groups and individuals who wish to discover the 4 worlds within Ecuador, is proud to inform that it achieved a strategic alliance with Millennium Catamaran for Galapagos Island cruises. "This is another important option besides our own Mega Catamaran Treasure of Galapagos and our fleet of yachts for Island Hopping programs." <http://www.cretertours.com.ec/>

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**EQ Touring:** The Wolf volcano in Isabela Island started erupting on 25<sup>th</sup> May. The event has brought the attention of many travellers and they have been enjoying a great show. EQ Touring is also delighted to announce that they will be at ELA from June 15 to 17 "we look forward to seeing all of our colleagues at the show." For more information on the volcanic eruption in Galapagos visit [http://egtouring.com/galapagos-cruises/ecuador\\_galapagos\\_news.html](http://egtouring.com/galapagos-cruises/ecuador_galapagos_news.html)

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**Klein Tours' brand name GO GALAPAGOS** brings together the 32-year background of Klein Tours & Gala Tours' products, services and people, as well as the active operations in the 4 regions of Ecuador: Andean region, Amazon, Coast and The Galapagos Islands. "We bring you life experiences that will take you to authentic cross-cultural involvement at Karanki-Magdalena community, or combine a family / adventure diving program aboard our renovated cruise fleet: the M/VGalapagos Legend, M/YCoral I & M/YCoral II."

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**La Selva Jungle Lodge** just recently won the Certificate of Excellence Award from TripAdvisor. [Read](#) their fantastic reviews that have helped them achieve this title three years in a row. Keep in mind that **Haugan Cruise's** new catamaran, M/C Petrel begins operation in September 2015 and is now ready to accept reservations. Additionally, both La Selva and Haugan Cruises will be in London for Experience Latin America, see you there!

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**Metropolitan Touring** this month will unveil its new 90-passenger Galápagos expedition cruise ship, the Santa Cruz II. For all the details, MT representatives Rosario Arroyo and Klaus Fielsch look forward to meeting you at ELA, June 15-17, in London. On Ecuador's mainland, reintroduction of a critically endangered spider monkey is going ahead right now at Mashpi Lodge, underscoring Metropolitan's core corporate value of environmental protection. [www.metropolitan-touring.com](http://www.metropolitan-touring.com)

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**OCEANADVENTURES SA:** “Land Adventures, our independent brand for tailor-made discoveries in Ecuador and Peru has been officially re-launched a few weeks ago. We invite you to take advantage of our spectacular introduction packages providing high-quality private services. Remember also our exclusive Autumn Special on board the MV Eclipse for selected cruise departures in 2015 and our recently published Early Birds for 2016. Please contact your account executive for further details or send an email to [info@oagalapagos.com](mailto:info@oagalapagos.com).“

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**Tren Ecuador announces two new spectacular tourist services for 2015.** Tren de los Lagos is a new train that links Ibarra with Otavalo, departing twice a month and available as a separate route or an extension to Tren Crucero. Tren de los Volcanes is an existing service between Quito and Boliche but now with new air-conditioned carriages and increased capacity. Departure dates and full information on the Tren Ecuador website. [www.treecuador.com](http://www.treecuador.com)

## Falkland Islands

**Falkland Islands Holidays** will be attending ELA and have many new ideas on selling the Falklands. “Most tourists are looking for an unspoilt environment to nurture their love of nature and wildlife. We are here to do that and there is so much more: History of our pioneering ancestors, shipwrecks, military history, fishing on pristine rivers, hiking through unique scenery viewing flora and fauna. Not to forget Falklands culture.“ [www.falklandislandsholidays.com](http://www.falklandislandsholidays.com)

## Guyana

**Wilderness Explorers’ annual Guyana Summer’s Evening event** will take place on 19<sup>th</sup> August at the University Women’s Club in Mayfair. Invites will follow shortly. Tony Thorne will be in the UK for two weeks for Experience Latin America and sales calls. “Please contact [claire@wilderness-explorers.com](mailto:claire@wilderness-explorers.com) if you would like to see us for training or would like to fit in a meeting at ELA. We are now planning our next fam trip for April 2016 for Guyana and Suriname. Contact us if you would like to know more details!”

## Mexico

**Fiesta Americana Hotels and Resorts** is delighted to inform all LATA Members that will be present at Experience Latin America 2015. Anna Perez - Regional Sales Manager for UK & Ireland is still taking appointment with both new and existing clients. [Anna\\_Perez@discovertheworld.com](mailto:Anna_Perez@discovertheworld.com)

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**Journey Mexico** is offering a great deal to the Riviera Maya – Tulum, Akumal, and Banyan Tree Mayakoba! For a limited time take advantage of up to 25% off published rates at Banyan Tree Mayakoba. This exclusive offer applies to travel through December 19, 2015 and includes private RT airport transfers and a private day tour of Tulum and Akumal with a minimum stay of 7 consecutive nights (up to \$785 value!). Contact: [info@journeymexico.com](mailto:info@journeymexico.com)

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**Viajes Meca**, part of the BigBlue Collection, will be present at Experience Latin America to showcase all its latest products and services in Mexico, from tours in colonial towns in Central Mexico to tours discovering the ancient Mayan civilisation. For more information please contact Silvia Vizzoni at [mecauk@viajesmeca.com](mailto:mecauk@viajesmeca.com)

## Nicaragua

**Vapues Tours:** “As a sustainable company, we are implementing good sustainable practices both in our offices as outside. With the objective to promote recycling, we have special bags in our vehicles to collect paper, plastic and organic waste. In our welcome package for our clients we include sustainable recommendations. For more information about our sustainable initiatives see [www.vapues.com](http://www.vapues.com) or contact us at [info@vapues.com](mailto:info@vapues.com)”

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## Panama

**Ecocircuitos:** “Our academic tours are a great opportunity for students to gain firsthand knowledge and experience from a diverse team of professionals. Panama’s remarkable biodiversity and history make it a paradise for historical and ecological studies. These programs will expose participants to the natural wonders, in addition, to learning about Panama’s unique history and how the Isthmus changed the world. For an example of one of our programs please visit the following link: <http://ecocircuitos.com/index.php/tours/academic/educational-group-tour-panamas-natural-history.html> or contact us at [info@ecocircuitos.com](mailto:info@ecocircuitos.com)

## Peru

**Visitors’ centre to be built near Machu Picchu** A visitors’ centre will be built shortly in the valley close to Inca citadel of Machu Picchu in order to accommodate domestic and international tourists willing to admire this archaeological monument while in this area. The construction responds to the need of ways to enhance conservation of the historic sanctuary. Visitors will be able to reach the Inca city on foot or by vehicle. <http://www.andina.com.pe/ingles/noticia-visitors%E2%80%99-center-to-be-built-near-machu-picchu-554960.aspx>

**Amazonas Explorer is pleased to announce two brand new short tours** Two day Lares trek and Two day Raft the Apurimac Black Canyon. These fantastic adventures are ideal for those short on time. Visit us at Experience Latin America Booth B41, or write to us on [info@amazonas-explorer.com](mailto:info@amazonas-explorer.com) to find out more.

**CREES is taking part in Rainforest Live 2015** - live streaming of wildlife from rainforests all over the world. If you want to get a glimpse of what there is to love about the regenerating forests in our corner of the Amazon, join crees online on June 19 and put yourself in the eye of the social media storm that we’re going to be brewing up by following the hashtag #rainforestlive. Read more [here](#)

**PeruRail**, operator of the touristic trains from Cusco to Machu Picchu and Cusco to Puno /Lake Titicaca, is now represented in the UK by the Gloucester-based **Destination Marketing Group**. PeruRail’s Sales Director, Daniela Bayona, will be in London for the ELA event and available for meetings via the on-line booking system or her email, which is [dbayona@perurail.com](mailto:dbayona@perurail.com) You can also contact Daniela via Philip Cooke at [philip@thedmg.co.uk](mailto:philip@thedmg.co.uk) or 01452 500663. [www.perurail.com](http://www.perurail.com)

## Uruguay

**Uruguay at ELA!** Buemes Travel DMC will be exhibiting at ELA. “We look forward to your visit for news and information about Uruguay. “ Contact Andrea Cambón: [acambon@buemes.com.uy](mailto:acambon@buemes.com.uy) [www.buemesdmc.com](http://www.buemesdmc.com)

**The next Members’ Newsletter will be out at the beginning of July 2015  
The deadline for news is the 25<sup>th</sup> June 2015.**

**Please contact [info@lata.org](mailto:info@lata.org) if you need any more information.**



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