



LATA Members' Newsletter

November 2015

News from LATA

Dear LATA Members,

Welcome to London to all our overseas members!

WTM week will very soon be upon us. Like you, this is a very busy time of year for LATA.

Over the next week LATA will host the first LATA Tourist Board Liaison meeting, a round table discussion on building the relationships between Latin American Tourist Boards and LATA.

The annual WTM Party will take place in a new venue, Barrio East in Shoreditch, where we will host The WTM Costa Rica Party by LATA. It promises to be a fun night with some amazing prizes to be won courtesy of the Costa Rica Tourist Board and British Airways. Please note that you must register in advance via Eventbrite to gain access to the event. Registrations will be closing soon so please book by the end of Wednesday 28th October to secure you place.

In other news, the new LATA Guide is going into production very soon. There is still time to advertise, please contact me for further information and the media pack.

Supplier registration for Experience Latin America 2016 is now open and well under way with many of you taking up places at the show. If you would like to meet us at WTM to discuss LATA, the Guide, 2016 Sponsorship opportunities or Experience Latin America, please email us at info@lata.org

Have a great WTM!

Un Abrazo,

Megan Greaves
Executive Manager

LATA Foundation News

The LATA Foundation unveiled its new website earlier this month. www.latafoundation.org has a fresh new look thanks to the volunteers, in particular Fran Dobing from Last Frontiers, who worked tirelessly to redevelop the site.

The 3rd Annual Latin American Charities Forum took place on 10th September in London. The event was once again organised and co-hosted by the LATA Foundation and La Vida, and was attended by almost 30 people representing 17 charities. Special thanks to Nicola Gude, Head of Events from Journey Latin America for all her work organising the event.

The aim of the Forum was to bring together like-minded people with strong ties to Latin America and a passion for making a difference. David Gilmour, former chairman of the LATA Foundation and Latin America specialist,

moderated the meeting. There were short presentations by the co-hosts, the LATA Foundation and La Vida, followed by three key presentations from The Global Fund for Children, Quest4Change and Just a Drop

There followed further round-table discussions on crowdfunding, using case studies to make an impact on fundraising and the future of the Latin American Charities Forum.

If you would like to read the full forum report, hear more on the work of the LATA Foundation, set up regular donations or get involved visit www.latafoundation.org or email info@latafoundation.org

News from UK Members

Aerolineas Argentinas in association with INPROTUR will be happy to see you at its Stand LA200. Its Director and Commercial Manager of Europe will also be present, and would like to invite to the stand to meet and discuss new business opportunities and try some fine Argentine wines, and see some tango shows. Please feel free to contact wruano@aerolineas-argentinas.co.uk

Copa Airlines: Stand LA350A Copa Airlines is pleased to announce its participation at the World Travel Market, in association with the Panama Authority. Copa Airlines will be based at STAND LA350A and would like to take this opportunity to invite you to meet them at the stand to discuss new business opportunities. For any further information please contact Sabrina Diamante or Sarah Weijs at info@copaair.eu www.copaair.com

Debbie Wyld from Footprint Travel Guides will be attending WTM. Please contact her on dwylde@footprinttravelguides.com if you'd like to make an appointment. Footprint has recently published the 92nd annual edition of the iconic South American Handbook, along with dedicated titles on Paraguay and Venezuela; the new Central America Handbook is also available.
http://www.footprinttravelguides.com/latin-america/?Action=product&Product_Reference=SAH92

In its 20th Anniversary year, the [Galapagos Conservation Trust](http://www.galapagosconservationtrust.org) has cemented its resolve to ensure the lasting success of conservation projects in the famous archipelago through the creation of the **Galapagos Future Fund**. This supports projects covering science, education and culture, and works alongside responsible tourism to create a sustainable future for the Enchanted Isles. Contact Phoebe Stewart (phoebe@gct.org or 020 7399 7440) for details of how to become involved.

Hemisphere Marketing: Clients Lares Tours and Pure Brasil will not be at WTM but please contact Claire for a meeting to discuss exciting new products including programmed GPS fly-drive programmes in Uruguay. Claire is working closely with Wanderlust on its B2B Adventure Travel Conference (22 January 2016) at Olympia, and with ATALA on its expos in Australia in May 2016. Contact claire@hemisphere.marketing for details of these exciting events and sponsorship opportunities!

[HolidayTaxis.com](http://www.holidaytaxis.com), the trading name of Airport To Hotel (UK) Limited is very pleased to announce its presence during the next World Travel Market (WTM) and is currently working to increase partnerships with Travel Agencies (retail and online) and Airlines so any partner interested in discuss this great opportunity please contact our Latam Regional VP (Andres Calvo, andresc@holidaytaxis.com) to schedule a meeting during this important event.

This year **Just a Drop** is asking visitors at WTM to come to their giant bottle stand in the main boulevard to make a small donation in exchange for a stylish, reusable water filter bottle. In return, free water refills will be available from a range of 'water stations' around WTM. Find out more: <http://www.justadrop.org/get-involved/events/world-travel-market/> On 28 January it is hosting 'Life Behind the Lens' at Royal Geographical Society <http://www.justadrop.org/get-involved/events/life-behind-lens/>

Mercator Travel has unveiled 10 websites in 2015 under its **Central & South America Revealed brand** and will be releasing new websites for Antarctica, the Falklands, Paraguay, Venezuela, Uruguay and the Guyanas amongst other destinations in 2016. As part of its continued expansion and strategy for growth the company is looking to take on new sales staff for Latin America and beyond.

Saspo and some of its Latin American partners (details below) will be attending WTM. Please contact [Saspo](#) if you would like to arrange a meeting:

Argentina: Top Dest – Marco Palacios. **Bolivia:** Valtours – Jean-Jacques Valloton. **Chile:** DMC Chile – Claudio Nast. **Costa Rica:** Viatur – Mario Gutierrez. **Ecuador:** Ecuadorian Tours – Roberto Teran.

Guatemala: STP Guatemala – Alejandro Valladares. **Mexico:** SAT Mexico – Verena Knopp. **Peru:** Coltur – Diego Velasco. **Uruguay:** Turisport – Mary Bone

Senderos Partner News WTM appointments with Polar Latitudes, Hacienda Piman (& sister property Scalesia Isabela) and Mountain Lodges of Peru are still available from us. New [Polar Latitudes](#) brochure is now available for the Antarctic season 2016-17 on the Hebridean Sky. Details of new programmes, room categories and photos of [Hotel Estancia Puerto Valle](#) in Argentina are now available on our website. See a list of all Senderos partners [here](#). Contact: info@senderos.co.uk

Silversea Cruises is offering an Early Booking Bonus for a limited time on selected 2016 voyages. Travellers can save 10% on new bookings when they book and pay in full by 10 December, 2015. The special offer applies to more than 60 ocean and expedition voyages departing between 1 October and 31 December, 2016. For more details refer to <http://www.silversea.com/exclusive-offers/early-booking-bonus/>

News from the Region

Region-wide

Metropolitan Touring is hosting a business card draw each day on its stand, LA601, at WTM. The prize is a £100 meal voucher to spend at some of London's best Latino restaurants: Monday's for a meal at Argentine Santa Maria del Sur; Tuesday at Peruvian Ceviche; Wednesday at Ecuadorian Tostado. Agents need to chat to the team about news, and leave their business card to participate. Email rarroyo@metropolitan-touring.com for appointments.

Argentina

Aliwen Incoming: Festival of Wine & Grape: In early March Mendoza celebrates the National Grape Harvest Festival, one of the most popular events in Argentina. "People should visit this at least once in a lifetime, to understand the unconditional love the local people feel for wine. The entire province of Mendoza celebrates with big feasts, dances and shows. Special Info: make a query to quote@aliwenincoming.com.ar - mention this article and we will include a bottle of Malbec complimentary for your clients."

ATP DMC will be attending WTM in London at Argentina Stand LA200. "As summer approaches, Patagonia is getting warmer, so why not come and meet us to learn about the new adventure activities in El Calafate? And how about the polo day trips in Buenos Aires (where you can try your hand with a polo mallet), or perhaps a horse riding adventure at an authentic ranch in the hills. There is something for everyone in Argentina and we can tell you all about it."

BOP has the pleasure of announcing its newest member: Puerto Valle, Iberá Wetlands. Only 13 rooms facing the Paraná River which are the result of an exquisite combination of architecture, decoration and attention to detail. Find out more visiting <http://en.bop.travel/hotels-and-cruises/puerto-valle> or contact Senderos UK. Juan Pedriel, BOP Director, will be attending WTM representing BOP and Esquina Carlos Gardel. Please feel free to contact him in advanced (juan@bop.travel) or stop by his desk at WTM.

Eurotur will be attending WTM and Juan Jose Lazcano - Business Development Account Manager will be delighted to meet all UK tour operators at the Argentina stand. For more information please contact silvia.vizzoni@eurotur.tur.ar www.eurotur.com.ar

Kallpa Tour Operator at WTM Find new ways to experience Argentina with Kallpa Tour Operator. Bike Tours, Tango immersion, Gastronomic tours, Self-Drives & Hikes and much more. Contact us at WTM Stand #LA200 desk #2 or write us at incoming@kallpatour.com to learn about more experiences to enlighten your traveller's trips!

An Experience that leaves its mark. For travellers who are in search of powerful experiences providing unforgettable memories and activities beyond their dreams, **Top Dest** has launched its High-End Experiences Programmes in Argentina's most important tourist destinations. Including first category accommodation and high quality services, these programmes aim at that experiential plus that only the participative activities can achieve. Contact incoming@topdest.com.ar to find more about these options.

Bolivia

Magri Turismo: "Once a year, the Government of La Paz city awards the "[Premio Empresarial](#)" to the best companies in the city. This year, Magri Turismo has been selected as finalist in two categories, among hundreds of companies, being honoured by the Mayor, winning the Innovation Category, thanks to all new technology implemented to provide a better service to our clients, reflected on the high level of satisfaction. We are very proud to receive such a recognition which strengthens our compromise to keep improving."

Brazil

B.I.T. - Inspired by people with passion: "In our search for excellence we constantly come across people who dedicate their heart & soul to what they do. Our programmes always seek contact with locals, as it is them who make a trip to Brazil unique. We created new programmes bringing these people to the front. You'll love to meet them. Let us tell you more about it at WTM @LA100! Visit : www.BITourism.com"

Del Bianco Travel Experience will be attending WTM. The director Sidney Linhares will present some very special offers for Brazil, he is looking forward to meeting you there! For more information visit: www.delbianco.com.br / delbianco@delbianco.com.br

Passion Brazil's Mariana Rosa invites all LATA colleagues to visit her and her team at this year's World Travel Market on stand LA100, as part of the Brazilian Tourist Board pavilion. Passion Brazil describes itself on the WTM website as "a complete DMC, specialized in tailor made holidays throughout Brazil, exclusive experiences, special interest itineraries, leisure groups, incentive travel, events, concierge and any services to be designed for our clients." www.passionbrazil.com

Chile

Protours has launched a new Adventure Manual with well thought-out programs and excursions, inspired by the PROADVENTURE logo focused on energetic enthusiasts. "At Protours we hope to inspire clients and encourage travelers to explore the unknown, immerse themselves in extraordinary places, encounter distinctive cultures, and discover extraordinary landscapes. Please check out this new manual at: <http://aventura.protourschile.com/>"

City Tour de los Barrios - travelArt Chile. This new guided half-day tour focuses on Santiago's most emblematic neighbourhoods ("Barrios") and the city's evolution from a colonial to an urban city. "Guests visit Barrio Brasil, Quinta Normal, Yungay and Concha y Toro, experiencing a side of the capital that transmits the soul of its inhabitants. This tour can be perfectly combined with an opportunity to experience traditional Chilean cuisine. For more information visit <http://www.chile-reise.com/en/tour-de-los-barrios/>

Colombia

Colombia57's Operations director, Russell Coleman, will be attending WTM in London. Make an appointment with Russell to learn about the exciting range of new hotels including the Four Seasons in Bogota, Intercontinental Cartagena de Indias and the soon to open Sheraton Cartagena, as well as some of its new products such as community travel in the Coffee region and interactive craft & food tours in Bogotá. Email Russell at russ@colombia57.com

Costa Rica

Programed Activities by Costa Rica Tourism Board (ICT) at WTM 2015

Tuesday November 3rd, 2015

- 11:00 am Press Conference at WTM to inform about the arrival of British Airways direct flight to Costa Rica.
- 2:00 pm & 4.30 pm Costa Rica Seminar by Futuropa.
- 6:30pm Costa Rica event by LATA

Wednesday November 4th, 2015

- 11:00 am Costa Rica Seminar by Futuropa.

Dominican Republic

Dominican Republic Tourist Board "We are also encouraging agents to sign up to our online programme http://www.go-dominicanrepublic.eu/index.php?article_id=254&clang=2 to be in with a chance of participating on a Fam Trip. We are inviting the trade to visit our interactive stand which showcases the different activities in the Dominican Republic.... not to be missed. There is also a chance to win our Selfie competition .For more information visit our stand CA300 in the Caribbean Village." www.godominicanrepublic.com

Aman announce the launch of Amanera, scheduled to open 23 November 2015. Located on a sublime cliff top overlooking the crescent-shaped Playa Grande beach, Amanera is surrounded by verdant jungle and framed by the island's dramatic Cordillera Septentrional mountain range. The resort will become the first golf-integrated Aman, sited alongside the undulating fairways and challenging greens of the lauded Playa Grande Golf Course, a track distinguished by having the highest number of Oceanside holes in the Western hemisphere

www.amanresorts.com/amanera

Ecuador / Galapagos

Tren Crucero will be represented at this year's World Travel Market by Aniek Petit, who many will know from her days at Sunvil. No-one is available from the Quito office but Aniek will have all the latest news and information, including an update on the volcanic activity at Cotapaxi National Park and the new routes recently launched by Tren Ecuador. To make a WTM appointment with Aniek, please email Philip@thedmg.co.uk www.trenecuador.com/crucero/en/

Tropic continues being the mountain guardian with its new Lodge-to-Lodge program in north of Ecuador. In addition a new luxury tent camp trip in Isabela and Santa Cruz (Galapagos), combining tailored activities with the luxury and comfort of the lodges there. There is currently available a full day to visit Cotopaxi National Park in a beautiful landscape with the majestic activity of the volcano. For more information visit www.destinationecuador.com

Guyana

Wilderness Explorers Guyana has separated tourism from other portfolios and for the first time created a dedicated Ministry of Tourism. The new Minister of Tourism, the Hon. Catherine Hughes will attending WTM and available to meet with tour operators, media and tourism related services. For an appointment contact Claire Antell at Wilderness Explorers claire@wilderness-explorers.com

Mexico

Viajes Meca will be attending WTM 2015 at the Mexico stand LA300. Massimo Ariello, Global Commercial Director, and Silvia Vizzoni, Sales Manager UK will be happy to meet with tour operators to discuss new trends in the Mexico. Viajes Meca will also be sponsoring a breakfast reception on Tuesday 3rd of November at the Hospitality Suite, details and invitations will follow shortly, just save the date! mecauk@viajesmeca.com

Nicaragua

Aqua Wellness Resort, a "barefoot luxury" beach resort on Nicaragua's Pacific "Emerald" Coast, will be exhibiting for the first time at WTM, (Stand LA475). "I invite LATA members to contact me (Sharon.Boorstin@aquanicaragua) to learn more about our resort, the new Emerald Coast Airport that's opening within 15 minutes of Aqua on November 14 — and Aqua's plans to be rebranded as **Six Senses Nicaragua** in 2017."

Vapues Tours: From Monday 2 November to Thursday 5 November 2015, Vapues Tours will participate at the World Travel Market event for the travel industry at London. For further information about packages and tours in Nicaragua visit the stand LA475 or contact Jan Strik at jan@vapues.com

Panama

CAST will be attending WTM 2015 at the Panama stand. CAST has been involved recently with many events promoting Panama as well as Costa Rica and Nicaragua. If you would like to discuss how CAST can bring a difference to your tailor made travel programs to these countries please contact Silvia Vizzoni - castuk@castcr.com

EcoCircuitos Panama is gearing up for the 2016 season! In the past months the EcoCircuitos team has been extensively carrying out site inspections throughout the country looking for new and innovative options for their clientele traveling to Panam, focusing on conservation and adventure. Visit our website: www.ecocircuitos.com and our blog: <https://ecocircuitospanama.wordpress.com/> for the latest breaking news about EcoCircuitos Panama!

Peru

Peru: Foreign arrivals up 7.9% in first eight months Peru welcomed about 2.31 million foreign visitors in the first eight months of the year, a year-on-year increase of 7.9%, according to the National Migration Superintendent's Office, Peru Foreign Trade and Tourism Minister Magali Silva informed.
<http://www.andina.com.pe/ingles/noticia-peru-foreign-arrivals-up-79-in-first-eight-months-580355.aspx>

Condor Travel announces The Carlyle Group as its newest partner: In August Condor Travel entered into a strategic partnership with the Carlyle Group, and also made a similar agreement with Nuevo Mundo, the chief outbound tour operator in Peru. <http://bit.ly/CT-News> : Visit Condor Travel at WTM stand LA501
<http://bit.ly/1W9jfRV>

Uruguay

Buemes DMC at WTM: "Andrea Cambon from our team will be attending WTM again this year. We have lots of news, including new packages and boutique properties to share with our clients. We look forward to your visit! For more information, please visit our website www.buemesdmc.com and our Twitter account: @BuemesDMC"

The next Members' Newsletter will be out at the beginning of December. The deadline for news is 25th November 2015. Please contact info@lata.org if you need any more information.



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