



# L A T A Members' Newsletter

## December 2015

### News from LATA

Dear LATA Members,

As 2015 draws to a close, we look back on a very successful year for LATA. The association continues to grow and expand across Latin America and Europe and offer more and more benefits for its members. The second year of Experience Latin America was another huge success and has secured itself a place in everyone's calendar as **the** travel trade event for Latin America.

In 2016 we have lots to look forward to; the new LATA website is scheduled to launch in February 2016 at Destinations Travel show, where LATA will host the very first LATA Pavilion, showcasing 8 members at the show. The brand new, bigger and better LATA Guide will also launch at the show.

Plans for our ever popular House of Lords reception are also well underway. Please look out for your invitations in early January.

On behalf of everyone at LATA, I would like to wish all LATA members a very happy Christmas and a peaceful and prosperous 2016.

Un Abrazo,

Megan Greaves  
Executive Manager

### News from UK Members

**Aeromexico** is pleased to announce that it now offers Business Class customers (valid on published and discount fares J,D,C,I except award tickets) complimentary transfers to and from London Heathrow T4. "With this new product Aeromexico becomes the only airline offering this service to customers flying to Mexico D.F or to any of our 46 destinations in Mexico, 16 in the US and 16 to Latin & South America. For more info please visit [aeromexico.com/chauffeurcar](http://aeromexico.com/chauffeurcar)

From now on, your **Avianca** passengers travelling in economy and transiting in Bogota airport have the opportunity to enjoy our business class lounge facilities. The daypass can be purchased at the lounge for USD 29. More information at <http://www.avianca.com/en-uk/travel-information/before-your-flight/vip-lounges.aspx> or [hugo.montemor@avianca.com](mailto:hugo.montemor@avianca.com)

**New Bradt guidebook to Chile's Carretera Austral** This December Bradt continues to prove it is the publisher that gets there first with *Chile: The Carretera Austral*, the first guidebook focussed entirely on this historic road uniting northern and southern Patagonia. Written by expert authors and with a foreword by Douglas Tompkins, this is a detailed and practical guide to one of the world's most scenic road trips. For more information visit: <http://www.bradtguides.com/chile-carretera-austral-pb.html>

**Copa Codeshare agreements:** Copa is pleased to announce the extension on the codeshare flights with KLM, TAP and Iberia. **Connect Miles:** Free Upgrade for frequent flyer passengers according to cabin availability. For further information please check your GDS or contact us on [info@copaair.eu](mailto:info@copaair.eu)

---

**Footprint Travel Guides** has published the 8<sup>th</sup> edition of its **Ecuador & Galápagos Handbook**. With extensive information on this extraordinarily diverse country and a fantastic colour-section dedicated to the Galápagos Islands (including information on wildlife, cruising and tours), this title is the perfect accompaniment for visitors making a trip to this breathtaking destination. <http://bit.ly/110ZPs8>

---

**Hemisphere Marketing Claire** Antell has been in Australia visiting clients on behalf of Pure Brasil, Lares Tours and Travel Excellence and is back in the UK from the 9<sup>th</sup> December for sales calls. Please contact Claire for details about attending or being involved in the Adventure Travel Conference on the 22<sup>nd</sup> January or the Adventure Travel Show on the 23<sup>rd</sup> -24<sup>th</sup> January at Olympia. Hemisphere Marketing will also be representing the Ministry of Tourism of Guyana in the LATA Pavilion at Destinations London. [claire@hemisphere.marketing](mailto:claire@hemisphere.marketing)

---

Love BBC wildlife documentaries and want to hear how they're made? Join **Just a Drop** at the Royal Geographical Society in London for a special evening with award-winning wildlife filmmakers Patrick Morris and Huw Cordey as they recount making ground-breaking TV series such as Planet Earth and Life, highlighting their experiences over the last 25 years. Tickets can be purchased online via [Eventbrite](http://Eventbrite), all proceeds go to Just a Drop.

---

**Health, Safety & Crisis Management - [tranquilico.com](http://tranquilico.com)** In light of the Justin King report into the Thomas Cook Corfu incident, it may be prudent as an operator to think about reviewing your health & safety systems in 2016 and also your crisis management procedures - we offer policies/procedures/self-assessment systems/auditing/crisis management plans and training - for ultimate peace of mind. Check out our website [www.tranquilico.com](http://www.tranquilico.com)

---

**Cyber Insurance Protection** Following its recent lecture in London, **Travel Risk Professionals** has now launched its new **Cyber Insurance Policy for UK Travel Agents and Tour Operators**. Cover is competitively priced, includes a 24/7 helpdesk, loss of income and expenses, credit monitoring & cyber extortion costs media liability, Forensic and Data Restoration Costs. In light of increasing cyber attacks both from organised collectives and lone-wolf operatives, this form of insurance would appeal to anyone who relies on the internet, telephone systems or online trading for their business. For a non-obligation quotation, please contact account director Alan Pattison on 020 3705 3014 or [alan.pattison@taskerpartners.com](mailto:alan.pattison@taskerpartners.com)

---

## New Members and Membership News

We would like to welcome the following new members who have recently joined LATA.

Company	Category	Country
Balloons Over Atacama	Transportation companies	Chile
Best at Travel	Tour Operators	UK
Libertador Hotels Resorts & Spas	Hotel Groups	Peru
Palacio del Inka	Hotels	Peru
Tambo del Inka	Hotels	Peru
Rainforest Expeditions	Local operators	Peru
Grupo Islita	Hotels	Costa Rica
Casa Andina	Hotel Groups	Peru
Fremen Tours	Local Operators	Bolivia
Setours S.A.	Local Operators	Peru

---

## News from the Region

### Argentina

**Aliwen Incoming: Carnival in Argentina.** February is the month of Carnival, you can sense the festival atmosphere in the air; Argentina's largest carnival celebrations take place in Entre Ríos. But you may also find the public celebrations in several destinations combining some elements of a circus, masks and public street party.

**Special Info:** make a query to [quote@aliwenincoming.com.ar](mailto:quote@aliwenincoming.com.ar), mention this article and we will include a Carnival Photo book with more information about the Carnival.

---

**Last minute clients to Argentina and - or Chile for the holidays?** We still have availability in some of the **BOP Hotels** and we have compiled the proposals to celebrate Christmas and New Year's Eve in South America. Download them by following [this link](#) and contact your local operator or DMC.

---

**Kallpa Tour Operator:** Find new ways to experience the Andean Crossing from Argentina to Chile with Kallpa Tour Operator. Our Account Executives are full of traveling ideas to enlighten your traveller's experiences. Trekking, Biking, Gastronomy, Active or Cultural Tours? Write to us at [incoming@kallpatour.com](mailto:incoming@kallpatour.com) or visit our Blog [blog.kallpatour.com](http://blog.kallpatour.com) to learn about more experiences in Argentina.

---

**Say Solidario Celebrating the World Humanitarian Day.** Say Hueque introduced to the community its social inclusion project. "Say Solidario is focused on giving back to the people, culture and environment of the destinations we visit and during the entire year, it works in two main programs involved with different organizations that are strongly committed to our society and to the same values we want to develop. If you want to read more about our project [click here](#)."

---

**Top Dest** is happy to announce that MotoGP, the most important motorcycling championship in the world, will have Top Dest as its Official Agency from April 1 to April 4, 2016. With a season that includes 18 Grand Prix Events in 13 countries, 4 continents and worldwide TV coverage, it is currently the oldest motorcycling world championship. Contact [motogp@topdest.com.ar](mailto:motogp@topdest.com.ar) or at [jcvidal@topdest.com.ar](mailto:jcvidal@topdest.com.ar) to receive all the latest information about it.

---

### Bolivia

**Crillon Tours** has obtained the first Environmental License on Lake Titicaca, covering all its Hotels, Hydrofoils, Harbors and Restaurants. Its third Airstream Deluxe Camper has strengthened its sophisticated Salt Lake packages - now also available during rainy season - and the new daily OB flight to UYUNI at a most convenient schedule, are the touch of class for a fabulous visit to Bolivia. [www.titicaca.com](http://www.titicaca.com) [www.uyuni.travel](http://www.uyuni.travel)

---

**Magri Turismo:** Bolivia will host the Dakar Rally for the 3<sup>rd</sup> time. Hosting the 5<sup>th</sup> to 7<sup>th</sup> stages (Jan.7-9) with Uyuni being the main setting for the most exciting rally in the world. The sixth (and longest stage) starts and ends in Uyuni. This year's rally will be driven through salt deserts, sand deserts and multicolor landscapes, and promises to be the most thrilling stage during the race. The rally starts in Buenos Aires and ends in Rosario after 15 days of intense competition. Packages available! Contact [incoming@magriturismo.com](mailto:incoming@magriturismo.com)

---

### Brazil

New video campaign launched - Come to BraSil! <https://www.youtube.com/watch?v=1nx6o4vt8xk>  
Amazon - Uakari Floating Lodge / Mamirauá Sustainable Development Reserve won Silver Award during World Responsible Tourism Day as one of best projects for poverty reduction  
<http://www.responsibletravel.com/awards/categories/economic.htm>  
Rio State - Costa Verde/Paraty listed as a must-see destination in 2016!  
<http://www.lonelyplanet.com/best-in-travel/regions/9>  
Northeast Brazil Online Training launched – Discover all about it!  
[http://www.brazilot.com/organization/Site/index.aspx?OrganizationName=CTI Northeast of Brazil UK](http://www.brazilot.com/organization/Site/index.aspx?OrganizationName=CTI%20Northeast%20of%20Brazil%20UK)

---

**Breaking news:** The Olympic Committee has returned hotel blockings for the Games in 2016. Several hotels are offering them now to a selected range of DMCs. Please get in touch with **B.I.T** ([lilly@bitourism.com](mailto:lilly@bitourism.com))

---

**Del Bianco** is offering a tribe immersion experience program near Porto Seguro city. The clients will have the unique opportunity to spend 1 night with the Pataxós Indians, immersed in the tribe, experiencing their routine and getting to know their histories and costumes. For information and prices, kindly contact the Travel Consultants at: [www.delbianco.com.br](http://www.delbianco.com.br) / [delbianco@delbianco.com.br](mailto:delbianco@delbianco.com.br)

---

**'Honeymooning in Brazil'** programmes are increasing in popularity and the aptly named Rio de Janeiro-based DMC and Incoming tour Operator, **Passion Brazil**, offers newlyweds a range of romantic, intimate and private ocean-side hotels along its stunning coastline as well as sophisticated accommodations in Rio de Janeiro with its world-famous Copacabana and Ipanema beaches and the excitement, rhythm and glamour of its love of music and physical culture. Visit: <http://www.passionbrazil.com/category/honeymoon/> [www.passionbrazil.com](http://www.passionbrazil.com)

---

## Chile

**Alto Atacama** will upgrade its Full Board Program from 2016 by including the option of 4 HD Spa Tours, which pax may choose instead of a HD outdoor excursion. [www.altoatacama.com](http://www.altoatacama.com)

---

**Australis** - Don't miss the chance to book your cabin for season 2016/2017 with a 10% EBO discount! For more information, please contact [leandro@australis.com](mailto:leandro@australis.com)

---

### **The Singular: Combined Program, The Singular Patagonia + Vira Vira: 15% Discount.**

Exclusively for tour operators only via your DMC, therefore commission applies as usual on top of the discounts.

**Conditions:** Applies from January 6<sup>th</sup> to December 15<sup>th</sup> 2016; Minimum 3 nights in all-inclusive in each hotel

**Benefits:** 15% off rack rate on each hotel; Take your usual commission from discounted rack rate to have the new net rate. [www.thesingular.com](http://www.thesingular.com)

---

**Tierra Hotels** is very proud to announce that Tierra Patagonia is a finalist in the Sense of Place category in the National Geographic World Legacy Awards 2016. These prestigious awards showcase best practices in sustainable tourism. The judges were impressed by the way the architecture of Tierra Patagonia blends harmoniously with the dramatic landscape of Torres Del Paine National Park. The winners will be announced at ITB 2016 in Berlin. <http://www.nationalgeographic.com/worldlegacyawards/winners.html>

---

**travelArt Chile:** "We have started a cooperation with the "Fundación Artesanías de Chile" (Chilean Handcraft Foundation) to offer encounters with Chilean artisans for your clients. At the "La Moneda" Cultural Centre, right underneath the Presidential Palace in Santiago, visitors can learn directly from the artisan e.g. weaving techniques of the Mapuche, art made of corn leaves, ceramic or metal work. They can try for themselves and create their own unique Chilean souvenir. For more information <http://www.chile-reise.com/en/begegnung-kunsthandwerker/>

---

**Vira Vira is now a Relais & Chateaux member!** Vira Vira also offers Deluxe Programs in their 75m2 Villa Suite starting at 2.420 USD rack rate per pax based in double occupancy for 3 nights (ask your DMC), including: Private transfers to and from Temuco airport; 30 min volcano overfly (subject to weather conditions or another private activity in replacement); Supplement of 213 USD per pax per day for private excursions. [www.hotelviravira.com](http://www.hotelviravira.com)

---

## Colombia

"All of us at **Colombian Journeys** wish their colleagues and partners a Merry Christmas and a Happy New Year! We hope you enjoy the holidays with your friends and family and that 2016 will be a successful and healthy year for us all. We look forward to working with you and receiving even more passengers to Colombia in 2016! If you would like any information about our country please contact us at [marketing@colombianjourneys.com](mailto:marketing@colombianjourneys.com)"

## Costa Rica

**Albee Adventures:** Those cold winter months of January to April in the Northern hemisphere are the perfect time to head out somewhere warm with your family. [Click here](#) and don't miss the top winter getaways in Central America!

---

**Travel Excellence:** El Remanso Lodge, on the Osa Peninsula of Costa Rica features an amazing setting in an untouched rainforest. The Travel Excellence team shares with you a very nice video of this lodge, featuring some great aerial shots. Click [here](#) to enjoy the video. Please contact our sales executives to book El Remanso Lodge for your clients. [www.travelexcellence.com](http://www.travelexcellence.com)

## Ecuador / Galapagos

**Metropolitan Touring:** M/V Santa Cruz has left her legacy for the Galapagos by welcoming 210 resident Galapagueño children to cruise the archipelago. New openings in South America: in Peru, new hotels: Inkaterra Hacienda Urubamba and Courtyard® by Marriott® in Lima; in Argentina Llao Llao Hotel will open a Teen Club in January ; and in Chile, the 300m Sky Costanera, the highest building in South America offering 360° views of Santiago.

---

**Quasar Expeditions presents "Exclusive Retreats" of Ecuador:** the first to offer Bespoke, Full-Service Villa & Hacienda Charters in Ecuador's Andean Highlands, complete with your personal chef, service staff, special amenities, and tailor-made activities for adults and/or families.

The MV Evolution and MY Grace are undergoing major cosmetic and mechanical refurbishments and overhauls. Though they will maintain their unique elegant, classic expedition-style character, they will practically be "brand new".

[www.quasarex.com](http://www.quasarex.com)

---

**The Cotopaxi 'Yellow Alert'** remains in place and Tren Crucero is therefore currently not operating in this area. Instead, the 'Tren de los Lagos' extension now operates as the first day of the Quito to Guayaquil itinerary (south) and the fourth day of the Guayaquil to Quito itinerary (north). Tour Operators should check with the Tren Crucero website or email [erojas@ferrocarrilesdelecuador.gob.ec](mailto:erojas@ferrocarrilesdelecuador.gob.ec) for the latest information as the situation may change.

[www.trenecuador.com/crucero/en/](http://www.trenecuador.com/crucero/en/)

## Guyana

**Wilderness Explorers** is visiting the Adventure Travel Show on the 23-24 January. If you would like any support on your stand to promote Guyana please let them know. Guyana will also be present on the LATA Pavilion at Destinations. "We are also delighted to announce that we think our harpy eagle nest in Guyana is active again and are awaiting more details of the chick. Call Claire for details of this and also fam trip dates for 2016 to Guyana and beyond."

## Mexico

**Journey Mexico** is pleased to unveil a new website, [jmvillas.com](http://jmvillas.com), featuring over 100 villas and private residences throughout Mexico as part of its new villa program. The villa program was created to provide for the growing demand of private rentals and flawless service. The portfolio includes luxury villa rentals in the following destinations: Los Cabos, Ixtapa-Zihuatanejo, Costa Careyes, San Miguel Allende, Tulum, Riviera Maya, Puerto Vallarta, and Punta Mita.

---

**Native Trails** will have a sporty start in 2016 with new hiking, biking and kayaking day tours in Yucatan. The kayaking day tour for instance will be a highlight for water enthusiasts: kayaking inside a small mangrove forest leading to a lagoon which offers an astonishing sunset. Travelers will have a daily opportunity to explore the breathtaking nature of Yucatan. All tours start from Merida. [www.NativeTrails.co.uk](http://www.NativeTrails.co.uk)

## Panama

Come and explore the authentic Panama off the beaten path with local organizations, cooperatives and guides in 2016! **EcoCircuitos Panama** is promoting 4 new genuine programs that allow visitors to have an experiential visit to Panama, which include whale watching, organic agriculture, indigenous culture and nature. Learn about indigenous culture and traditions, organic harvesting techniques and hike on trails that will lead you through untouched forest and more! For more information contact [info@ecocircuitos.com](mailto:info@ecocircuitos.com)

**First Unlimited-Luxury@Secrets Resort & Spa in Panama** The all-adult Secrets Playa Bonita Panama Resort & Spa will be opening on January 7. Located only 40 minutes from the airport and 20 minutes from city centre this luxury beach front property offers a spectacular infinity pool as well as five gourmet and exquisitely-designed restaurants. The restaurants as well as all 310 rooms boast spectacular oceanfront views and a private balcony. <http://23.21.66.147/mediasite/documents/2015/08/sepbp-pg.pdf>

## Peru

President signs creation of Sierra del Divisor National Park President Ollanta Humala signed the historical creation of Sierra del Divisor National Park yesterday in Nueva Saposoa, Ucayali, Loreto of the Amazon. <http://www.peruthisweek.com/news-pres-signs-creation-sierra-divisor-national-park-photos-108063>

**Machu Picchu nominated for National Geographic Traveller Reader Award** Machu Picchu citadel was nominated in the "Overseas Attraction" category for a National Geographic Traveller Reader Award, Peruvian Foreign Trade and Tourism Minister Magali Silva revealed. The winning site will appear in the UK National Geographic Traveller Magazine's January-February 2016 issue. <http://www.andina.com.pe/ingles/noticia-machu-picchu-nominated-for-national-geographic-traveller-reader-award-585272.aspx>

**Amazonas Explorer** reminds all our agents that Inca Trail permits go on sale at the start of January. In 2015 the whole of May sold out in four hours. We already have 18 departures guaranteed for our weekly Tuesday five day Inca Trail. Email [info@amazonas-explorer.com](mailto:info@amazonas-explorer.com) for more info.

**Enigma:** "Today, we bring you two far-flung perspectives from Peru - one from a home-grown artist who has become internationally famous, while the other is from an Australian expat who has found her home and her soul in Cusco. Travel with Enigma to Peru to learn what it means to be Peruvian from a local point of view." Read more at: <http://www.enigmaperu.com/en/blog/278/people-to-people-peru-from-a-point-of-view>

**Inkaterra Founder José Koechlin wins PURE Award for Contribution to Experiential Travel** The global marketplace PURE Life Experiences awarded Inkaterra Founder & CEO José Koechlin for his commitment to ecotourism and sustainable development for the past four decades. "After co-producing Werner Herzog's *Aguirre, The Wrath of God* and *Fitzcarraldo*, José Koechlin established Inkaterra in 1975. The brand works a holistic approach enhancing scientific research, conservation and sustainability," highlighted PURE during the awards ceremony on November 9 at *Palais des Congrès* in Marrakech, Morocco.

**Starting January 2nd** to April 30, 2016 (rainy season), **PeruRail's Belmond Hiram Bingham service** will begin at Poroy station (25 minutes' drive from Cusco), where a private bus takes passengers to the Belmond Hotel Río Sagrado for boarding the Belmond Hiram Bingham to Machu Picchu. Transportation from Cusco to Poroy is not included but the return journey includes transfers to hotels in Cusco. Information from [reservas@perurail.com](mailto:reservas@perurail.com) or +51 84 581414.



## Uruguay

**Buemes DMC:** Last month Lonely Planet chose Bolivia as one of the Best Value Destinations for 2015. In addition to this, national Geographic has just selected it as one of the Best Trips for 2016. With these recommendations using Buemes for tailor-made visiting Uruguay is a must! For more information or enquiries, please contact [incoming@buemes.com.uy](mailto:incoming@buemes.com.uy) / Twitter: @BuemesDMC

---

## LATA Foundation News

Christmas is fast approaching, and if your thoughts are starting to turn to your Christmas shopping; whether it's presents, food or a new outfit for the Christmas party; we wanted to let you know about a great opportunity to raise FREE donations for The LATA Foundation - just by shopping online.

Simply do your Christmas shopping online via Give as you Live, at a choice of over 4,000 top retailers, including Amazon, John Lewis, ASOS, Marks & Spencer, Debenhams and notonthehighstreet, and Give as you Live will turn a percentage of your spend into a donation for us.

All you need to do is sign-up for FREE to Give as you Live: [https://www.giveasyoulive.com/join/the-lata-foundation?utm\\_source=toolkitEmail&utm\\_medium=Email&utm\\_content=169996&utm\\_campaign=christmas](https://www.giveasyoulive.com/join/the-lata-foundation?utm_source=toolkitEmail&utm_medium=Email&utm_content=169996&utm_campaign=christmas) and start doing your shopping via the Give as you Live website, their downloadable toolbar or mobile app. View the helpful video to see how it works: Play video: <http://www.giveasyoulive.com/emails/169996/howitworks>

If you are interested in helping spread the word about the LATA Foundation Christmas Campaign, please share this email with as many people as possible. We can provide website banners, social media headers and even text for your newsletters. Contact [info@latafoundation.org](mailto:info@latafoundation.org) for more information.

The LATA Foundation has joined Give as you Live just in time for Christmas and now you can help us to start raising funds. So give more this Christmas and start shopping today!

If you would like to set up regular donations or get involved visit [www.latafoundation.org](http://www.latafoundation.org) or email [info@latafoundation.org](mailto:info@latafoundation.org)

Festive wishes,  
The LATA Foundation

**The next Members' Newsletter will be out at the beginning of January 2016. The deadline for news is 29<sup>th</sup> December 2015. Please contact [info@lata.org](mailto:info@lata.org) if you need any more information.**



PR