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July 2018

This month ETOA is pleased to announce that in addition to GEM 2018, applications for [Showcase Paris](#), [Travel Trade Athens](#) and all remaining [Partnerships in European Tourism](#) workshops and conferences from October right through to February 2019 are now open.

The destination workshops in Paris and Athens will include transport options and familiarisation visits and are particularly looking forward to welcoming operators attending for the first time.

Partnerships in European Tourism events have limited places to apply for, all at no cost. Whether you are a buyer based in the US or China, or a European supplier, this is your opportunity to take part in this successful series of events.

As always, if you have any feedback following our operational updates or concerns, please do contact us.

Jay Munro-Michell

ETOA





Travel Trade Market to showcase in Chengdu, China

Chengdu Travel Trade Market is the newest platform for the travel industry in China scheduled to open its doors from 5th -7th September 2018 in Chengdu. This pure B2B event is expected to host 100+ exhibitors from all over the world that will meet with 150+ selected buyers and 4000+ trade visitors coming mainly from the central and southwest parts of China.

WHAT DOES CHENGDU TRAVEL TRADE MARKET OFFER TO EUROPEAN TOURISM OPERATORS:

- A direct access to the fastest growing markets of the second and third tier cities of China
- Guaranteed one on one meetings with some of the most qualified outbound tourism buyers from the region
- Updates on the latest trends and developments in the China outbound tourism market
- Entering the market of the future now, before the competition

REGISTER BEFORE JUNE 30TH 2018 AND REFER A FRIEND TO ENJOY A 25% REFERRAL FEE. SPECIAL DISCOUNT FOR ALL ETOA MEMBERS.

For more information visit www.ttmchina.com.cn.

To apply for a stand, contact aida.cuko@iegexpo.it.



2018 EU-CHINA TOURISM YEAR

A YEAR OF OPPORTUNITIES

GET INVOLVED



2018 EU-CHINA TOURISM YEAR

CALL FOR PROPOSALS – Thematic Transnational Promotional Campaigns

2018 EU-China Tourism Year | CALL FOR PROPOSAL Thematic Transnational Promotional Campaigns

2018 has been designated the [EU-China Tourism Year \(ECTY\)](#). The ECTY aims at increasing visitors' flows and investments on both sides, but it is also an occasion for European and Chinese communities to better know and appreciate each other.

The [European Commission](#) is responsible for the organisation of the ECTY. It collaborates closely with the [European Travel Commission \(ETC\)](#) which plays a leading role on marketing activities targeting China throughout 2018.

The ETC is seeking to co-invest into the most creative [thematic transnational promotional campaigns](#) conceived, developed and executed by a consortium of partners to raise China's awareness of Europe as a travel destination. Selected promotional campaigns will receive co-funding from the ETC with the financial support of the European Union. Do you want to be part of the EU-China Tourism Year? We look forward to receiving your proposal before Monday, 2 July 2018

[ACCESS PROGRAMMES](#)



Want to be featured in the next newsletter?
Ask Ana for more information



Partnerships in European Tourism

EU-funded places at international B2B events | Europe, China, USA

ETOA is delivering a series of events on behalf of the European Union and applications for the forthcoming events are open. Funded places are available to successful applicants at the following events:

- **Macau, October 23-24 | [Apply](#)**
- **London , November 1-2 | [Apply](#)**
- **Shanghai, November 16 | [Apply](#)**
- **Chengdu, 28 November-1 December | [Apply](#)**
- **Los Angeles, 15-16 February 2019 | [Apply](#)**

For more information about the events please click [here](#), to find out more about the application process visit the Partnerships in European Tourism [website](#).

Partnerships in European Tourism is an EU initiative aimed at supporting EU tourism businesses and operators wishing to expand their businesses into the Chinese and US markets, through tutoring activities, facilitating new collaborations and partnerships around trans-European tourist products and the organisation of B2B matchmaking and other promotional events alongside international fairs.

If you haven't registered your interest on the Partnerships in European Tourism portal, please sign up on www.eutravelpartnerships.org to ensure you receive all updates on upcoming project activities.



Discover how to grow your
business internationally





City Fair 2018: another successful edition

We are celebrating the success of the 10th edition of City Fair, Europe's city tourism B2B event. This year's City Fair took place on the 10-11 of June, kicking off with a drinks reception at the ArcelorMittal Orbit, and followed by a B2B workshop at the Old Billingsgate for a full day of pre-arranged one-to-one meetings and networking opportunities.

The workshop was followed by the Digital City Visitor Conference, which focused on the digital visitor experience of destinations, from inspiration, through booking and on to in-destination services.

The Digital City Visitor Conference's presentations will be available online soon. Photos from both City Fair and the conference can be found [here](#).

MEMBER BENEFITS



WTM 2018 | Join the ETOA stand

ETOA members have exclusive access to ETOA's stand co-exhibiting options, designed to suit every budget. Members benefit from competitive rates that allow for an enhanced company profile at one of Europe's biggest trade fairs.

Bookings are now open and details can be found on our [website](#), which features a live stand plan with all available desks. For more information and booking please contact [Ana](#).

NEW ETOA MEMBERS



VisitArmagh



UPCOMING ETOA EVENTS



About ETOA

ETOA is a leading trade association for tour operators and suppliers in European destinations, from global brands to local independent businesses. Over 1000 members deliver more than €12bn of business annually within Europe and include tour and online operators, intermediaries and wholesalers; European tourist boards, hotels, attractions, technology companies and other tourism and business service providers.

www.etoa.org

