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## November 2018

There is less than a week left until GEM 2018, ETOA's annual member exclusive marketplace. This year's programme includes access to the PET London Conference on the 1st November, so don't miss out! The ETOA team will also exhibit at World Travel Market London. If you are attending and would like to meet, please [get in touch](#).

Looking at the year ahead, registrations are open for [BIM](#), Britain & Ireland Marketplace, taking place on Tuesday 29th January in London and for [HEM](#), Hoteliers European Marketplace, held in Seville on 11th February. Secure your place today or [contact us](#) for more details.

Finally, applications are still being accepted for the Partnerships in European Tourism events funded by the EU, taking place in Shanghai and Chengdu this November. For more details and to find out how to apply, please click [here](#).

**Jay Munro-Michell**

**ETOA**



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## FEATURED NEWS



### **Become an Official Annual Hospitality Reseller for Chelsea Football Club**

Become an Official Annual Hospitality Reseller for Chelsea Football Club for guaranteed access to matchday packages to sell to your clients.

Each season 98% of our inventory is purchased on an annual basis, and demand is high. Our annual hospitality waitlist is open and now is a perfect time to join ahead of the 2019/2020 season.

#### **Further Benefits of Annual Reseller:**

- Official Chelsea FC Reseller logo to use across all marketing activity
- Access to the official Chelsea FC image library
- Your company listed on the Chelsea FC website as an Official Registered Third Party

For enquiries please contact [businessdevelopment@chelseafc.com](mailto:businessdevelopment@chelseafc.com)

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## **Tour Partner Group expands operations with second office in the US**

[Tour Partner Group](#) (TPG) is a group of specialised destination management companies and travel experts for destinations in Europe with a special focus on Great Britain. Authentic Vacations, the US-based travel expert for customised tours to Great Britain and Ireland have been part of TPG since 2017.

In 2018, Authentic Vacations experienced continuous high demand for travel to Great Britain from their US-based clients which highlights the success of the authentic and unique experiences the company creates.

Paul Maine, CEO of Tour Partner Group: "I am very happy to announce that Authentic Vacations opened a second office in the US that adds a sales force of ten experienced travel professionals with expertise in numerous destinations. Based on the high demand of tours to the United Kingdom that Authentic Vacations is experiencing it was a natural step to open a new office." Tour Partner Group is expecting a further increase of US visitors to Great Britain and is proud to continuously excite clients with the beauty, charm and character this country has on offer.

Authentic Vacations' main headquarters is located in Santa Rosa, CA with associated offices in London, Dublin and Copenhagen. The new office is based in Scottsdale, Arizona in the greater Phoenix area and will serve as sales support for both consumers and travel agents.

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## **Sports Events 365 will launch a new service for the travel industry at WTM**

[Sports Events 365](#), the international provider of tickets for sports and music events worldwide will exhibit at WTM 2018 in London next month, November 5-7.

The company will offer Allotments of tickets to events in more than 100 cities, mainly in Western Europe and North America. "When you receive an allotment, you can start promoting sports packages at no risk, and fill many empty seats on flights you committed to" says Sefi Donner, founder and CEO of Sports Events 365.

Sports Events 365 has already set up dozens of meetings with Tour Operators who were interested in the company's services and products. All meetings will be held at Sports Events 365 stand, TP 359, at the International Hub.

To set up a meeting, kindly [send a request](#).

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## **E-Voyages Open an Office in Scotland**

We are delighted to announce the opening of our sister office in Edinburgh, in partnership with Scottish Enterprise.

Our experts have been lovingly putting together all manner of group and individual itineraries across all corners of Scotland for years. Whether standard, off-the-beaten track or experiential all our programs are tailor-made to suit our clients' requirements.

Julie Morris, formerly MD at Abbey Tours, has been working with us for many years, Thanks to her and the ever-growing number of tours we have been operating throughout Scotland, we now welcome an impressive team:

Gemma Watt, formerly Director of Sales in Hotels across Scotland, who also worked for key DMC's, will be of great value to forge new relationships.

Cheryl Scott-Davidson brings in her years of experience with local DMC's. Her expertise lies with the seamless management of all stages of group operation.

Clorinde Michel, A well-known Blue Badge Guide in Scotland with an excellent reputation is part of the team on a full-time basis. She gives us an enviable edge in first-hand itinerary building, and will also guide some of our tours in the summer.

Our 50+ multi lingual travel experts are here and ready to help you create the itinerary your clients dream of. Please contact us on +44 (0)20 87631 2130 or [info@e-voyages.co.uk](mailto:info@e-voyages.co.uk) for any further information.



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

## WHAT'S ON



## Partnerships in European Tourism

Remaining funded places are available at the last [Partnerships in European Tourism](#) events for the 2018-19 period, taking place in Chengdu and Los Angeles. For successful candidates the European Commission events offer:

- FREE participation at B2B matchmaking, offering pre-arranged meetings with Chinese and/or US companies
- 2 Nights' Free Accommodation
- FREE marketing support:
  - Business profile printed for all of your meetings (translated for China event)
  - Event directory entry or bilingual business cards (for China event)
  - Interpreters for the meetings (where required)
- FREE attendance at thematic, market-focussed conference
- FREE access to related trade show; including the shared lounge where available
- EXCLUSIVE opportunity to co-exhibit on the European Commission stand at the trade shows (a fee might apply due to limited space).

### Chengdu

Date: 28-29 November  
Trade Show: Chengdu International Tourism Expo  
Theme: Romantic Travel Hosted  
Accommodation: Hilton Chengdu

[APPLY HERE](#)





## Los Angeles

Dates: 15-16 February  
Trade Show: Travel & Adventure Show  
Los Angeles  
Theme: Outdoor and Adventure  
Hosted Accommodation: The L.A. Grand  
Downtown Hotel

[APPLY HERE](#)

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## European Summit in the Alps

On Tuesday the 9th of October ETOA hosted the 8th edition of the Annual European Summit in the Alps in Lucerne.

Moderated by Tim Fairhurst, ETOA's Director of Policy, discussion ranged from EU tourism and visa policy to technological disruption and in-destination innovation. Following research from ETC on travel patterns from long-haul markets to news of the latest market strategies from national tourism experts, delegates concluded the day with interactive workshops on industry/community relations, attraction distribution and capacity management.

If you are interested in learning more about the topics we discussed, please [contact us](#).

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## Value of tourism in Rome

Members who have not yet completed our recent survey to support ETOA's lobbying activity related to coach access restrictions in Rome are encouraged to do so [here](#).



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## MEMBER BENEFITS



### Brexit Seminar

ETOA members are invited to a free seminar on Brexit that will take place in London on the 29th October from 2 pm at the Charing Cross Theatre, The Arches, Villiers St, London WC2N 6NL.

It will be of particular interest, especially for those companies who are based in Britain and who do business in Europe or hire staff who are based in the European Economic Area.

If you are interested in attending, please click [here](#) to register.

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## WTM 2018 | Visit the ETOA stand

We are looking forward WTM London 2018. ETOA's stand TP600, located within the International Hub, will also welcome ETOA members from all over the world. You can click [here](#) to see the full list of exhibitors.



This year's stand will also feature an exclusive design and a fully staffed Espresso bar, kindly sponsored by City Sightseeing.

If you will be attending WTM and you'd like to meet one of our representative, please click [here](#).

## NEW ETOA MEMBERS

Welcome  
to **Yorkshire**  
yorkshire.com

**C** PALAZZO  
CASTRI  
1874 BOUTIQUE HOTEL

**ATLAS**  
your adriatic host

Explore  
**Georgia**

**EUROGUIDE**

**CALMAC**  
FERRIES  
Operators of Caledonian MacBrayne

**MOUNT JULIET**  
ESTATE

**GOLDBROOKE**

**Secret Food Tours**

**TITANIC**  
BELFAST.

**BW** | **Best Western.**  
Hotels & Resorts

**Mercure**  
HOTELS  
Roeselare

**2RNJOY**

**B & S**  
CULTURAL  
CONCEPTS

**STRAWBERRY**  
FIELD

# UPCOMING ETOA EVENTS



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## About ETOA

ETOA is a leading trade association for tour operators and suppliers in European destinations, from global brands to local independent businesses. Over 1100 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](http://www.etoa.org)



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