

Global European Marketplace

B2B Workshop international

1. November 2019

Intercontinental Hotel London

IBT GmbH / Tourist Board of Lake Constance

Christiane Stein



Tourist Board of Lake Constance - Christiane Stein

Apt no	Start - End 01 Nov 2019	Activity/Appointment	Table no.	Attendee
	08:00 - 08:50	Registration		
	08:50 - 09:00	Welcome address		
		Intercontinental London - the O2: 09:00 - 17:30		
1	09:00 - 09:12			
2	09:12 - 09:24	Trip me up	265	Bride Persson
3	09:24 - 09:36	Falcon Travel Enterprises / CHA Educational Tours	95	Alberto Legaza
4	09:36 - 09:48	Klook Travel Technology	170	Bina Palopoli
5	09:48 - 10:00	Open appointment		
6	10:00 - 10:12	Tracoin Services Limited	252	Caterina Tomaselli
7	10:12 - 10:24	Norman Allen Group Travel	203	Claire Thompson
8	10:24 - 10:36	Happy Tours	136	Angela Callaghan
9	10:36 - 10:48			
	10:48 - 11:00	Morning tea/coffee break sponsored by Rate Gain		
10	11:00 - 11:12			
11	11:12 - 11:24	Maupintour	189	Lori Hamilton
12	11:24 - 11:36	British Airways Holidays	34	Melissa De Vita
13	11:36 - 11:48			
14	11:48 - 12:00	Open appointment		
15	12:00 - 12:12			
16	12:12 - 12:24	EuroPass	79	Thibault Lemierre
17	12:24 - 12:36	Sovereign Tourism	226	Nella De Luca-Bertram
18	12:36 - 12:48	Tiqets	242	Noemi Kheiraoui
	12:48 - 13:42	Lunch		
19	13:42 - 13:54			
20	13:54 - 14:06	Expedia Local Expert	92	Afiq Jusnaldi
21	14:06 - 14:18			
22	14:18 - 14:30	Gate 1 Travel	108	Heidi Basut
23	14:30 - 14:42	Open appointment		
24	14:42 - 14:54	Greatdays Travel Group	132	Rebecca Hand
25	14:54 - 15:06	Railbookers	217	Gareth Jones
26	15:06 - 15:18			
27	15:18 - 15:30	Culture Trip	57	Simon Orme
	15:30 - 15:42	Afternoon tea/coffee break		
28	15:42 - 15:54			
29	15:54 - 16:06			
30	16:06 - 16:18	CBN Travel & MICE	37	Adam Wu
31	16:18 - 16:30	Edwards Coaches	65	Caroline Narloch
32	16:30 - 16:42	Open appointment	178! Leisure Pass	
33	16:42 - 16:54			
34	16:54 - 17:06	Miki Travel Limited	192	Anja Vipan
35	17:06 - 17:18	Special Tours	230	Cristina Buitrago
36	17:18 - 17:30			
	17:30 - 20:00	Drinks reception		



Trip me up

Trip me up is a surprise travel agency, based in Sweden. We are offering weekend getaways around Europe with focus on "second choice" destinations and authentic local experiences. Our aim is to showcase some of the many hidden gems there are in Europe and work for a sustainable development of the tourism industry.

<http://www.tripmeup.se>

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Notizen Gespräch GEM:

Individualgäste

sie bieten Wochenendtrips an - das ganze Jahr über

sie buchen Hotel und Flug – oder auch andere Packages mit Flughafentransfer, eigenem Guide

die Bodenseeregion war ihr noch ganz unbekannt => sieht sehr interessant für sie aus

aus dem Gespräch näher interessiert an:

- Überblick 4 Länderregion Bodensee + Highlights (Pdf)
- Insel Mainau – Bezug zu Schweden
- BodenseeCard Plus – 160 Ausflugsziele in 4 Ländern inkludiert am Bodensee - Informationen, Vorteile für ihre Gäste – welche Leistungen sind beinhaltet, Preise
- 4 Sterne Hotels in der Bodenseeregion
- Sales Guide Bodensee

Mail gesendet am 03.01.2020!

Per Post gerne zukommen lassen:

- 5 Übersichtskarten Bodensee englisch
- Sales Guide Bodensee

Per Post versendet am 09.01.2020! IBT



Falcon Travel Enterprises / CHA Educational Tours

Alberto Legaza

Founded by a foreign language teacher in 1969, CHA Educational Tours is the oldest American-owned educational tour operator in existence today. CHA provides American teachers and students with complete educational tour packages to destinations throughout Europe, the Americas, and Asia. Our goal is to provide our travelers with the highest quality tour services at the most affordable prices. It is this commitment to value and quality that has become our formula for success. Over one million teachers and students from across the U.S. have toured the world with CHA since 1969. In the year 2019, CHA Educational Tours is proudly celebrating 50 years in the industry.

<http://www.cha-tours.com>

Personal Message

My goals during this conference is to encounter new suppliers and learn about what they have to offer as well as to meet with some of the ones our company has worked with in the past. I find this conference extremely helpful and invigorating as we embark on a new year.

Founded by a foreign language teacher in 1969, CHA Educational Tours is **the oldest American-owned educational tour operator in existence today**. CHA provides American teachers and students with complete **educational tour packages to destinations throughout Europe**, the Americas, and Asia. Our goal is to provide our travellers with the highest quality tour services at the most affordable prices. It is this commitment to value and quality that has become our formula for success. Over one million teachers and students from across the U.S. have toured the world with CHA since 1969. In the year 2019, CHA Educational Tours is proudly celebrating 50 years in the industry. <http://www.cha-tours.com>

USA



Falcon International Tours Ltd./CHA

EUROPEAN HEADQUARTERS

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ALBERTO LEGAZA
Contracts Manager

Head Office in Philadelphia, hatten gerade ihr 50-jähriges Jubiläum

Notizen Gespräch GEM:

Gruppen

haben Touren in die Schweiz, sowie auch City Breaks

Alberto kennt die deutsche Bodenseeseite, Lindau, persönlich

aus dem Gespräch näher interessiert an:

- Thema Zeppelin, Friedrichshafen – mit Zeppelin Museum, Hangar Führungen, (Zeppelin Flüge) inkl. Sales Guide Friedrichshafen
- Rheinfall
- Liechtenstein, Vaduz (Webseite)
- Überblick zur 4 Länderregion Bodensee + Highlights insgesamt (Pdf) sowie Tourenvorschlägen und Sales Guide Bodensee

Mail gesendet am 06.12.2019 IBT



Klook Travel Technology

Bina Palopoli

Founded in 2014, Klook is a world leading travel activities and services booking platform. Klook gives travelers a seamless way to discover and book popular attractions, tours, local transportation, best foods, and unique experiences around the world on its website and award-winning app (consecutive Best of Year awarded by Google Play and Apple App Store). With Klook's innovative technologies, travelers can book on-the-go and redeem the services by using QR codes or e-voucher. Each day, Klook empowers countless travelers to indulge in their wanderlust and spontaneity through over 100,000 offerings in more than 270 destinations. With a team of more than 1,000 across over 20 offices worldwide, Klook's services are available in nine languages, supporting 41 currencies. It has raised over US\$520 million investment from world-renowned investors including Sequoia Capital, Softbank Vision Fund, Matrix Partners, Goldman Sachs, and TCV. Get inspired by Klook at www.klook.com, the company blog or @Klook.

<http://www.klook.com>

Personal Message

Meet with attractions and tours and activities providers and tourist boards in order to contract them and to cooperate to sell the activities in Klook.com, hence do great business together and help promote destinations. GEM is one of the best fairs for this.

Founded in 2014, **Klook is a world leading travel activities and services booking platform**. Klook gives travelers a seamless way to discover and book popular attractions, tours, local transportation, best foods, and unique experiences around the world on its website and award-winning app (consecutive Best of Year awarded by Google Play and Apple App Store). With Klook's innovative technologies, travelers can book on-the-go and redeem the services **by using QR codes or e-voucher**. Each day, Klook empowers countless travelers to indulge in their wanderlust and spontaneity through over 100,000 offerings in more than 270 destinations. With a team of more than 1,000 across over 20 offices worldwide, Klook's services are available in nine languages, supporting 41 currencies. <http://www.klook.com>

Personal Message

Meet with attractions and tours and activities providers and tourist boards in order to contract them and to cooperate to sell the activities in Klook.com, hence do great business together and help promote destinations.

Bina Palopoli

Senior Business Development Manager



✉ bina.palopoli@klook.com

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UTA
Stand
TA 268

Notizen Gespräch:

Bina ist zuständig für Ch + A +D; sie war auch auf dem STM

Sie ist sehr an der Schweizer Seite interessiert, St. Gallen, Schaffhausen, Liechtenstein

⇒ local suppliers, experiences, activities or Airport to destination transfers

⇒ Ihren Kontakt an diese Partner weitergegeben, erledigt CS

Sales Guide Bodensee hat sie bereits auf USB Stick GEM

Company/Attendee details



Tracoin Services Limited

Caterina Tomaselli

Tracoin Services Ltd. was set up in 1994 as the negotiating arm of The Travel Corporation, responsible for securing hotels, transportation, restaurants, venues, optional excursions and all product in Europe and the Eastern Mediterranean. Tracoin services Trafalgar, Insight Vacations, Contiki Holidays, Grand European Travel, Brendan Vacations and Uniworld River Cruises, working closely with these brands to improve quality year on year and provide exceptional value. Tracoin also works closely with Travel Corporation Asia (TCA) to provide a competitive database allowing TCA to offer a wide range of hotels and services to meet the needs of the tailor made group requirements of the Far East markets. Safety and reliability are the key motivators for our dedicated Transportation Department charged with contracting a fleet of over 500 modern air-conditioned vehicles with high levels of comfort and panoramic windows so that guests from all brands from all over the world can sit back and see Europe at its best. Tracoin works closely with Travcorp UK Limited and its affiliates in other countries to provide consistent high quality ground services for all inbound travellers. This includes airport meet & greets, local sightseeing, hotel reception services, theatre packages and more.

<http://www.tracoin.com>

Personal Message

meeting new and existing suppliers for my locations

Marken und Reiseveranstalter die alle zu Tracoin gehören:





Asien, USA

CATERINA TOMASELLI
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60 Buckingham Palace Road, London, SW1W 0AH

Tracoin provides services for the travel industry, representing Luxury Gold, Insight, Trafalgar, Costsaver, Contiki, Grand European, Uniworld, Brendan and Travel Corporation Asia
www.tracoin.com

E-Mail:

caterina.tomaselli@tracoin.com

Notizen Gespräch GEM:

Caterina ist für das Incoming aus Asien zuständig – nach D + A
(nicht für CH)

Sie betreut das Thema Hotels; In der Bodenseeregion ist es für sie immer schwierig Hotels zu finden
Sie gibt die Informationen zur Bodenseeregion auch an die Produktmanager weiter

aus dem Gespräch näher interessiert an:

Sales Guide Bodensee

4 Sterne Hotels (z.T. auch 3 und 5 Sterne Hotels)

Informationen zu Hotels

- in Konstanz
- Lindau
- Bregenz und Umgebung (=> Verzeichnis von BVT anfordern)
- Friedrichshafen Sales Guide mit Hotels von FN

Übersicht Bodenseehotels inkl. Kontakt zur Geschäftsstelle (Büro Bodenseehotels – Fr. Driesen + Fr. Barthel) und Excel Bodenseehotels

Per Post gerne zukommen lassen

2 Übersichtskarten Bodensee englisch

2 Sales Guides Bodensee

Alle Informationen von der IBT per E-Mail und Brief gesendet am 09.12.2019

Feedback von Caterina am 12.12.2019:

“Dear Ms. Stein and Ms. Höpfel,

I hope you are both well

I was a pleasure for me too, and I am very happy with all the information you have send to me via email and post.
I received the brochure and map via post yesterday.

I have also shared the information with my colleague Imma which is our Product Manager.

The information is really useful for me, and I hope to meet you in person if I manage to come in business trip in your area.

Thank you very much again and I wish you a lovely evening

Kind regards,

Caterina

Caterina Tomaselli, Supplier Relationship Manager



Norman Allen Group Travel

Claire Thompson

Founded in 1972, Norman Allen Group Travel Limited is a privately owned and managed company. Our activities exclusively involve group travel and we are dedicated to providing quality British, Irish, European and Worldwide tours by coach and by air. Our offices are in Herefordshire, England, where our friendly teams provide a wide portfolio of tours, considerable knowledge and experience in tailor-making group journeys. We are committed to the principles of good service, innovation, attention to detail and value for money. Our high level of repeat custom is testament to our many satisfied clients and we have been recognised for our commitment to quality and service, winning several awards over the years. Our customers include Coach Tour Operators, Travel Agents, Tour Operators, Educational Professionals and Private Group Organisers from within the UK and Overseas.

<http://www.group-travel.com>

Personal Message

To meet new and existing suppliers, and to consider destinations and hotels for our tours in 2020 and beyond.

Waren beim Incoming Workshop Bodensee 2010 dabei



Group Tours by Coach and Air

UK

E-Mail:

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Claire Thompson

Commercial Manager

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www.group-travel.com

Notizen Gespräch GEM:

Gruppenreisen mit Bus und Flugzeug

Großes Deutschland und Österreich-Programm

Sie arbeiten am Bodensee, im BVT-gebiet gut mit dem Hotel Weisses Kreuz zusammen (da sind sie sehr zufrieden)

⇒ Sie haben dort 8 -15 Touren mit Busgruppen im Jahr

Allgemein ist es insgesamt am Bodensee für sie oft leider schwierig Hotelpartner zu finden.

aus dem Gespräch näher interessiert an:

- Tipps zu 4 Sterne Hotels am Bodensee, familiengeführt
Sie benötigen ca. 28 Zimmer
- UNESCO Welterbe am Bodensee, u.a. Insel Reichenau, Pfahlbauten
=> Sales Guide Bodensee mit Hinweis auf Programmvorstellung „Treasures of the past“ und Informationen zum UNESCO Welterbe am Bodensee

⇒ [Informationen per E-Mail gesendet von IBT am 09.12.2019 IBT](#)

10.12.2019 – Feedback Claire:

“Dear Christiane and Johanna,

Thank you for sending across this information which is extremely useful, following our meeting at GEM.

I will share this with all relevant departments and should we have any questions we will be back in touch.

With kindest regards,

Claire”

Claire Thompson
Commercial Manager



Happy Tours



Angela Callaghan

Happy Tours is a Slovenian B2B company founded in year 2000, which gradually evolved from being the second largest tour operator in the Balkans to one of the fastest growing operators covering the whole of Europe. Today the company employs 90 skilled staff Globally. With multinational operational offices spread from Dubrovnik, Pula, Athens and London to sales offices in Asia (Bangkok, Kota Kinabalu and Shanghai & Mumbai). Managing around one thousand tours plus for over 30,000 guests a year all around the continent. We are a full member of ETOA and UK Inbound and pride in offering tailor-made solutions with fast response and assert the quality handling of operations. From May 2019, we are proud to announce the opening of our first hotel. The Lyra hotel Plitvice,Croatia.

<http://www.happytours.eu>

Personal Message

To meet with new suppliers and maintain good relationships with existing suppliers.



ANGELA CALLAGHAN

Director of Purchasing

Asien

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🌐 www.happytours.eu

Notizen Gespräch GEM:

Haben Gruppen aus Asien: FIT, MICE

kann variieren von 1 Pers - 300 Pers.; Leisure Groups immer 20-30 Pers.

2018 Meeting mit Travis Wong, Office in Malaysia:

- bisher haben sie St. Gallen (1 Nacht) und Konstanz mit Stopp ab und zu im Programm/ Angebot
- Er ist sehr interessiert an:
Insel Mainau, Pfahlbaumuseum, Informationen zu Schiffsverbindungen um diese beiden zu verbinden, Informationen zur Vierländerregion Bodensee und deren Highlights insgesamt

2019 – Meeting mit Angela Callaghan, Director of Purchasing, Office London:

Bei der Bodenseeregion haben sie immer die Herausforderung/Schwierigkeit Hotels, passende Hotelpartner zu finden

⇒ Gerne Tipps zu Hotels und zu neu eröffneten und eröffnenden Hotels in der Bodenseeregion

Zur Insel Mainau kommen sie oft mit Gruppen, Bussen von Zürich aus, wissen nicht wie sie am besten fahren, wo sie parken und das Schiff nehmen können => jetzt durch Gespräch mit IBT klar wie sie dies machen können, Mainau + BSB Informationen

Christmas Markets z.T. interessant für ihre Gäste – gerne Information und v.a. Imagebilder dazu (sie machen Sales Calls für Christmas Markets im März/April)

Für ihre Indischen Gruppen: Bitte Tipps zu Indischen Restaurants Nahe der Mainau, in Konstanz
Informationen per E-Mail gesendet von IBT Nov 2019



Maupintour

Maupintour is the tour operations division of the Monaker Group, Inc - a public (Nasdaq: MKGI), technology leader in the travel and vacation rental markets and multiple divisions in luxury travel. Maupintour is an innovative and forward thinking tour company in business since 1951 with leadership in creating unique itineraries specialized in the luxury sector. We rely on our network of travel agencies, ICs, and DMCs to build and promote customized, luxury tours globally.

<http://www.maupintour.com>

USA

MONAKER GROUP *

Lori Hamilton

VP Sales & Business Development

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Notizen Gespräch:

Luxury Travel, Gäste aus den USA

(Haben schon Deutschland, Schwarzwald im Programm)

Sie kannte Lake Constance / Bodenseeregion noch nicht.

Klingt sehr interessant für Sie, ihre Gäste – mit dem 4-Länder Erlebnis!

Sie möchte mehr über die Region erfahren.

Ist sehr interessiert auch an

- Culinary and wine experiences (Zitat: „This is a huge topic“)
- Extreme adventures

Sie hat im Nachgang ausführliche Infos zur Vierländerregion Bodensee erhalten, inklusive:

- Sales Guide Bodensee, Highlights, Tourenvorschlägen Bodensee 4 Länder im Nachgang,
- sowie buchbare Weinerlebnisse Bodensee für englischsprachige Gäste, Gruppen
- besondere buchbare Kulinarische Erlebnisse VLR Bodensee für englischsprachige Gäste, Gruppen.
- Luxushotels am Bodensee, Tipps
- Informationen zu Zeppelinflügen

⇒ Anfang November per E-Mail zugesendet von IBT



BRITISH AIRWAYS
Holidays

British Airways Holidays

Melissa De Vita

British Airways Holidays Ltd is a fully owned subsidiary of British Airways plc. Headquartered in Crawley, near Gatwick, we have over 30 years experience of tour operating - and take over 280,000 passengers on holiday each year. We offer a wide range of hotel, car hire, transfer and sightseeing deals in over 350 destinations worldwide. This includes many bonus offers such as free child places, free nights and car hire early booking. Working very closely with our colleagues at British Airways, we are constantly seeking to exceed our customers' expectations, both in terms of the value for.

<http://www.britishairways.com>

Personal Message

contracting hotels or meeting tourist board for the destination specified



BRITISH AIRWAYS
Holidays

UK

Melissa De Vita

Destination Manager

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www.ba.com

Notizen Gespräch:

Zu Destinationen in der Nähe der Flugziele von Britisch Airways biete sie auf ihrer Website für Endkunden online an Flug + Hotel + Mietwagen

Die Bodenseeregion als Destination könnte hier auch mit Flugziel Zürich oder Friedrichshafen auch interessant sein

Für Destinationen bieten sie verschiedene Kooperationsmöglichkeiten und Kampagnen an, u.a. zu City Breaks, Christmas Markets

Maßgeschneiderte Kampagnen zu Flughäfen oder Städten

Nähere Informationen, Angebote kann sie bei Interesse gerne zusenden

Hotels werden von British Airways Holidays über Travco, Jac Travel oder auch direkt eingekauft

Keine Nachbearbeitung von IBT notwendig



EuroPass

Thibault Lemierre

EUROPASS SOCIAL NETWORK SOLUTIONS The emerging player in Chinese outbound market! EuroPass provides the Chinese drive-to-store service and the Chinese mobile payment solutions, which allows you to integrate all the information of your products and services and develop a global digital communication approach aimed at attracting more Chinese Traveller to your business.

<http://www.europasschina.com>

Personal Message

I am interested in distributing towards the chinese FIT all the different attractions that are willing to have an impact on this specific targets. Besides I am also really interested in meeting tourism organisations (National Tourism Board, Regional Tourism Board or City Tourism Board). We're accompanying the destinations to set-up a fully integrated strategy towards the chinese FIT Market both on the branding and commercialization sides. Last but not least, I'd also like to meet retailers since they're very attractive for the chinese FIT market. We're developing a technology that is easing drastically the drive to store process (ex: Galeries Lafayette)



岳小兰

Thibault LEMIERRE

Business Manager France & International

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Our offices:

Paris - London - Geneva

Barcelona - Milan

Los Angeles

Casablanca

Shanghai - Shenzhen

Notizen Gespräch:

Chinesische FIT Kunden

China

EuroPass arbeitet mit:

- Schweiz Tourismus + STS
- Flughafen Zürich
- Stuttgart Marketing
- München
- Etc

Plattform die sich auf die Hauptregionen und Hauptattraktionen fokussiert

Sie bieten die Technologie für die **Abwicklung des mobilen Zahlungsverkehrs** zwischen Chinesischen Gästen über Weibo – der Bank of China – und Attraktionen

U.a. sind darüber auch spezielle Shopping-Angebote möglich und die Kombination von POIs – Attraktionen und Hotels

Seine Kollegin Anna war zuvor auch in Deutschland, bei der Outletcity Metzingen

Sie haben Interesse an einem Treffen mit den touristischen Partnern in der Region – kommen gerne einmal dazu um EuroPass vorzustellen.

Kein Follow Up notwendig – Info mit in Treffen 8. Januar IG Asien nehmen



Sovereign Tourism

Sovereign Tourism was established in 1973 as a Destination Management Company handling a wide variety of specialist groups travelling to the UK and rest of Europe. We aim to establish long term partnerships with our clients and suppliers, and work with them to provide an innovative, reliable and professional service. We are a one- stop shop for all group travel requirements across Europe, taking care of accommodation, coaching, guides, meals, entrances and specialised visits for groups. We create and operate fully customised tours, and our experienced and knowledgeable team of staff create unique and exciting travel experiences for groups based on themes **such as religion, sports, gardens, and history**. We are experts in the educational sector working with study-abroad programmes, and have a proven track record in successfully handling performing choirs, orchestras, and large events. We also organise and operate incentives, meetings and conferences.

<http://www.sovereigntourism.com>

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NELLA DE LUCA-BERTRAM

BUSINESS DEVELOPMENT & HOTEL CONSULTANT

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Notizen Gespräch:

Sovereign Tourism hatte beim GEM 2019 auch einen Termin mit Vorarlberg Tourismus

Nella de Luca-Bertram kennt nur die Schweiz, die Bodenseeregion kannte sie bisher noch gar nicht

Vierländerregion Bodensee mit Highlights vorgestellt

und entsprechend ihrer thematischen Ausrichtung vor allem auch die Themen:

- Insel Mainau, Bodenseegärten
- Schlösser (Link zur Webseite Bodensee.eu)
- Kirchen und Klöster Bodensee

Gerne nähere Informationen zu diesen Themen zukommen lassen

+ auch per Post

- Sales Guide Bodensee
- Lake Constance Gardens
- Kirchen Klöster Weltkultur Magazin englisch

Per E-Mail und per Post zugesendet von IBT am 10.12.2019 IBT



Tiqets

Noemi Kheiraoui

Tiqets is an innovative ticketing platform that is revolutionising the way visitors discover, buy and use tickets for museums, shows and attractions. With instant and mobile tickets, we are providing travellers with hassle-free entrance. Since our founding in 2014, we have successfully connected the largest venues of the main tourist destinations. We are the fastest growing internet startup of the Netherlands, awarded the European Tech5 growth award 2 years in a row.

<http://www.tiqets.com>

Personal Message

Searching new opportunities. Having a meeting with tourist boards.

Mag. Norbert Racz

Regional Manager, Central Europe & Middle East

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*NL
Bodensee*

Noemi Kheiraoui

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**Kunden aus
USA, UK, China
+ Skandinavien**

Notizen Gespräch:

Ticketing-Plattform für große Museen, Sehenswürdigkeiten

Sind interessiert daran mit großen Museen, Sehenswürdigkeiten und mit den direkten Ansprechpersonen in Kontakt zu kommen zu einer Zusammenarbeit – diese sollten mindesten 50.000 – 80.000 Besucher pro Jahr haben.

Sie haben eine Klassifizierung in

- A – TOP-Sehenswürdigkeiten mit über 1 Mio. Besucher pro Jahr
- B
- C – über 100.000 Besucher pro Jahr

Partner.

Interessierte Partner vom Bodensee können sich direkt mit ihm in Verbindung setzen!

Auch die Bodensee Card Plus könnte für sie interessant sein – gerne Informationen und Kontakt zusenden
Sie arbeiten bspw. mit der SalzburgCard gut zusammen

Zusenden:

Informationen zur BodenseeCard Plus

Bodensee Erlebnisplaner

Sales Guide Bodensee



Expedia Local Expert

Afiq Jusnaidi

A leading provider of activities and destination experiences, Expedia Local Expert® creates a global travel marketplace for local providers of activities, tours, attractions, shows & events, and ground transportation. Drawing from a rich portfolio of thousands of tours and adventures across the globe, these products are available online, creating a 1-stop shop experience for Expedia's visitors.

<http://www.expedia.com>

Personal Message

A leading provider of activities and destination experiences, Expedia Local Expert (LX) offers expertise and assistance in booking events, activities, tours, attractions, ground transportation and other services to our consumers in over two thousand destinations around the world.

Drawing from a rich portfolio of tours and adventures across the globe, these services are available online, over the phone and face-to-face at one of our many concierge and activity desks in retail locations worldwide.

Afiq Jusnaidi
New Partnerships Team, Expedia Local Expert®

**USA,
Kanada,
Europa**

lxs Signup@expedia.com
Join.LocalExpertPartnerCentral.com



Notizen Gespräch:

Haben Gäste vor allem aus den Märkten: USA, Kanada und Europa

Afiq war schon einmal in St. Gallen und Konstanz, er kennt die Bodenseeregion ein bisschen

Die Destination Bodensee ist für ihre internationalen Kunden eher noch unbekannt

Mit „**Expedia Local Expert**“ **bieten sie eine Vertriebsplattform für lokale touristische Anbieter** – gerne auch in der Bodenseeregion - die z.B. Wandertouren, Kanu- und Sightseeing-Touren anbieten, Attraktionen etc.

⇒ Dazu hat er per E-Mail nähere Informationen zur Verfügung gestellt.

Auch all inklusive Karten die Leistungen und Ausflugsziele bündeln wie die BodenseeCard plus könnten interessant sein.

BCP

Planer

Sales Guide

=> **gerne Präsentation BCP und nähere Infos + Kontakt Jana zukommen lassen**



Gate 1 Travel

Gate 1 offers a wide range of quality cultural tours, cruises and FIT packages throughout the world to our US customers. Since 1981 the company has developed into one of the most competitive tour operators in the USA and Australia under the slogan "More of the World for Less". In addition to our Classic tours which operate year round, our deluxe programs and small group Discovery tours complete our portfolio.

<http://www.gate1travel.com>

Bsp. Für eine 10-tägige 3 Länder Tour Deutschland, Schweiz, Österreich die sie im Programm haben:

Germany, Switzerland & Austria, Bsp.:

<https://www.gate1travel.com/europe/germany/2020/escorted/central-europe-tours-10affdechat20.aspx>



Notizen Gespräch:

Cultural Tours and FIT Packages weltweit für Gäste aus den USA

Heidi Basut ist zuständig für Österreich

Ihr Kollege, zuständig für Deutschland und Schweiz, war vor kurzem in der Nähe von Bregenz und hat ein 4-Sterne Hotel gesucht mit 25 Zimmern für 1-3 Nächte

Näher interessant für sie:

- Sales Guide Bodensee
- Liste neue Hotels in der Bodenseeregion
- Speziell für österreichische Ecke am See: Kontakt zu Bodensee-Vorarlberg Tourismus, Sabine Spiegel weitergeben – zuständig für Gruppen, Hoteltipps dort
- Als Tipp: Nicht weit allzu von Bregenz und auch guter Standort für Gruppen mit Bus i.d. Bodenseeregion : Gruppenhotels in Liechtenstein: Dateien dazu mit zusenden, siehe Order Liechtenstein unter:
O:\06_INTM\1_Aktivitäten\RV Anfragenbearbeitung\2_Hotels
- Bodensee Schiffsbetriebe Group Offers
- Schiffsverbindung – Flussschifffahrt – zwischen Rheinfalls Schaffhausen und Konstanz / Bodensee - URh

E-Mail gesendet am 10.12.2019 IBT

Feedback von Heidi Basut am 13.12.2019:

“Dear Johanna and Christiane,

It was really a pleasure for me to meet Christiane at GEM and learn more about the Bodensee region.

Thank you so much for all this useful information and especially for the updated hotel information.

I've shared everything with my colleague who looks after Germany and also with the Product development team in our US office.

Please do keep in touch.

I hope you have a lovely weekend and wish you a very happy Christmas and holidays season!

With kindest regards

Heidi”

Heidi Basut

Contracts Manager

GATE 1 TRAVEL



HOLIDAYS

Greatdays Travel Group

Rebecca Hand

Greatdays Travel Group established in 1985 with offices in Manchester. "Greatdays Wholesale" Travel specialises in UK and European tailor-made tour arrangements for groups from 2000 persons in middle class and luxury hotels. Tours are available by air, coach or train, with great choice of quality hotels, restaurants, ferries, guide services and sightseeing. Sister company "Greatdays Holidays" offers group holidays for consumers and is bonded with ABTA and ATOL. "Greatdays UK Incoming" handles services for hotels, transfers and sightseeing for small groups, VIP and FIT clients to London and all UK.

<http://www.greatdays.co.uk>

Personal Message

Our personal aims for this workshop is to find potential new suppliers for our groups, to improve the relationship we have with our current suppliers, and to find inspiration for new tours to sell to our private groups.

greatdays

TRAVEL GROUP

Uk

Rebecca Hand

European Travel Consultant

T: +44 (0)161 928 1928
E: europe@greatdays.co.uk
W: www.greatdays.co.uk

Manchester Head Office:
Chapel House, Borough Road, Altrincham WA15 9RA, England

Notizen Gespräch:

Busgruppen, überwiegend Senioren

Die Greatdays Produktmanagerin Britta Vögele war 2016 zu einer mehrtägigen site inspection in der Bodenseeregion, um Programmvorstellungen und Angebote zur Vierländerregion Bodensee weiter auszubauen

⇒ Nachfolgerin und neue Ansprechpartnerin ist nun Rebecca Hand

Für sie selbst ist die Bodenseeregion neu, möchte gerne mehr dazu erfahren

Sie findet die Region nach unserem Gespräch sehr interessant – möchte Bodensee auch gerne weiter ausbauen
aus dem Gespräch näher interessiert an:

- Sales Guide Bodensee inkl Hinweis auf Programmvorstellungen in der VLR Bodensee ab S. 63
- Bodenseegärten: Lake Constance Castles and Gardens könnte für ihre Zielgruppe sehr interessant sein
- Übersicht Bodenseehotels inkl. Kontakt zur Geschäftsstelle (Büro Bodenseehotels – Fr. Driesen + Fr. Barthel) und Excel Bodenseehotels

+ per Post zukommen lassen:

- Übersichtskarte Bodensee englisch
- Sales Guide Bodensee
- Bodenseegärten engl. Broschüre
- Christmas Markets Bodensee engl.

Informationen per E-Mail gesendet am 10.12.2019 IBT

Internationale Bodensee Tourismus GmbH 01.11.2019, London, GEM, ETOA



Railbookers

Gareth Jones

Railbookers is the leading operator of independent rail holidays, offering an ever expanding range of expertly planned holidays by rail across Europe, the USA, Canada and beyond. Our mission is to take the complexity out of independent rail travel and offer all our customers hassle-free service, incredible travel experiences and the very value. The experts at Railbookers are proud 'train geeks' with insider access to the leading rail companies and a passion for all things 'rail holiday'.
<http://www.railbookers.com>

Personal Message

Looking to connect with future hotel and sightseeing partners.

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**UK, USA,
Australien**

Gareth Jones

Product and Purchasing Manager

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E gareth.jones@railbookers.com

Railbookers UK Trading Limited 1-2 Bolt Court, Fleet Street, London EC4A 3DQ

www.railbookers.co.uk



Notizen Gespräch:

*Konkreter Follow-Up Termin zu unserem Gespräch 1,5 Wochen vorher auf dem STM in Luzern
Zwischenzeitlich hat er die für ihn interessanten Informationen und Unterlagen bereits gesendet bekommen*

FIT, Bahnreisen

Gäste aus UK, USA (Familien), Australien (Senioren)

arbeiten mit Swiss Travel Pass

für Ihre Gäste suchen sie am Bodensee:

4 Sterne Hotels - zentral im Stadtzentrum, Fußweg zum Bahnhof

Sehr interessant für ihn:

- Vierländerregion Bodensee insgesamt
- 4-Sterne Hotels mit guter Bahnanbindung, gute, zentral gelegen i.d. Bodenseeregion - Hoteltipps in Friedrichshafen (Sales Guide FN mit passenden Hotels für ihn besprochen, markiert) und Konstanz passende Hoteltipps gegeben;
mit arcona /Vienna House Schaffhausen steht er schon direkt in Kontakt – da wartet er auf Feedback
- Schifffahrten mit URh von Schaffhausen Richtung Stein am Rhein/Insel Reichenau/Konstanz - mit Swiss Travel Pass
- für ihre "Exclusive Experiences": Zeppelinflüge, DZR

Würde gerne einmal mehr von der Bodenseeregion persönlich sehen, auch D-Seite

IBT hat für ihn Kontakt zu DZT London Sales Manager hergestellt - evtl Teilnahme an GTM möglich? site inspection Bodensee davor oder danach?

Informationen per E-Mail gesendet und besprochen mit ihm persönlich Okt/Nv 2019 IBT CS



Culture Trip

Culture Trip is one of the fastest growing travel & lifestyle publishers, bringing the world to everyone through unique content. We have over 20 million monthly global unique visitors and reach nearly 8 million people via our social channels and are launching a unique collection of extraordinary experiences (tours and activities) for our audience.

<http://www.theculturetrip.com>

Culture Trip - www.theculturetrip.com

UK, USA

MONTHLY UNIQUE VISITS: 18,000,000

ABOUT: ABOUT: Culture Trip is one of the fastest growing travel & lifestyle publishers, bringing the world to everyone through unique content. Culture Trip is an online travel, media and entertainment website showcasing a collection of inspiring stories covering features on travel, media, food, culture, museums, architecture, film and music for its 18 million users. Culture Trip is aimed at readers described as high-income millennials who seek to experience culture while connecting to the world around them. Culture Trip's audience is majority U.S. and U.K. users.

IBT hatte ein Treffen mit Charlotte Peet von Culture Trip bei der Bodensee Media Mission in London im Februar 2019:

INTERESTS IN THE REGION:

- The history of the region, including local stories, myths, etc. as well as museums that highlight these stories and history (Lake Dwelling museum, etc.)
- Lake Constance Holiday Pass + Bodensee transport card
- Location cuisine - 'Top 10 dishes in Lake Constance region'

Notizen Gespräch beim GEM mit Simon Orme:

Zielgruppe überwiegend: 18 – 35-Jährige

Er findet das Produkt der Vierländerregion Bodensee sehr interessant.

Für ihre Buchungen benötigen sie aber direkt online buchbare Aktivitäten, Erlebnisse, Produkte
Über entsprechende APIs bzw. OTA's wie Viator, GetyourGuide etc
Oder manuelles Uploaden des buchbaren Produkts

Kein Follow Up notwendig



CBN Travel & MICE

Adam Wu

CBN Travel & MICE focuses on outbound travel from China. For over 20 year CBN has been supporting many groups of government officials and business executives as well as a large number of high spending Chinese visitors going abroad, to do business or attending MICE events as well as enjoying leisure travel in the UK and other parts of the world. CBN Travel & MICE was proud to be chosen to be the DMC for the Beijing Olympic Torch Relay in London and also for hundreds delegates from China including the entire CCTV team attending and reporting the London Olympics. Not surprisingly CBN Travel Service was the proud winner of the first "China Outbound Quality Label".

<http://cbntravel.com/en>

Personal Message

As the driving force of outbound travel from China, CBN Travel and MICE is keen on seeking new destinations by working with DMOs on the national, regional and local level as well as engaging more suppliers from airline to airport; from accommodation to attractions that wish to reaching the largest number of outbound tour operators and corporate travel organizers as well as millions of Chinese travelers across China.

CBN Travel & MICE - Adam Wu

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中商世界游 CBN Travel & MICE
世界游网 World Travel Online

Dr. Adam WU 吴亚当 博士
Chief Executive Officer 首席执行官

Offices in China: Beijing 北京 Shanghai 上海 Guilin 桂林

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Email: London@ChinaBN.org
Corporate Website: www.ChinaBN.org

Bring the World to China - Take Chinese to the World

CBN China Business Network
中国商务集团(英国)

主要项目 Areas of Activities:

- 中商世界游 - CBN Travel & MICE: www.CBNtravel.com
- 世界游网: [Http://Lvyou168.cn](http://Lvyou168.cn) - World Travel Online: www.travel168.net
- 中国旅游俱乐部 - China Travel & Tourism Club: www.ChinaBN.org/CTTC
- 中外投资网: <http://fdi168.cn> - English Demo: www.China-Invests.net
- 海外搜房网: <http://soufang168.cn> - English Demo: www.findproperties168.net
- 中国海外投资和旅游中心 - Overseas Investment and Travel Centre: www.ChinaBN.org/OITC
- 华夏海外教育文化基金会 - Sino-overseas Education and Culture Exchange Foundation
- 博乐世界公关传媒 - Promo Communications (PR & Marketing)



Notizen Gespräch:

Er würde gerne die Vierländerregion Bodensee im Markt China unterstützen.

Mit dem Flughafen Zürich und dem Flughafen Friedrichshafen mit LH und TK sei das eine super Ausgangssituation.

Er weist darauf hin, dass Informationen über die Bodenseeregion in chinesischer Sprache eine absolut wichtige Grundlage sind.

Er bietet mit seinem Unternehmen **Promotion für Destinationen in China** an, u.a.:

- Website
- Fam Trips
- Social Websites China
- Etc.

Siehe dazu im Detail in der Anlage die eingescannten Unterlagen die er mitgegebenen hat.

Er war auch schon in Kontakt mit Renate Bachmann von Liechtenstein Marketing.



Edwards Coaches

Edwards Coaches are one of South Wales' leading premier tour operators who boast a history of innovation that began in 1925, carrying over 80.000 passengers each year. We operate a wide range of tours from day trips through to 13 day touring holiday throughout Europe, in addition to featuring ocean cruises, river cruises, flight tours and train breaks. We are committed to evolving our tour programme each year to offer innovative products to appeal to a wide range of customers. Our high level of repeat custom is testament to how our customers view our tours and services. We offer great value for money holidays and combined with our expert knowledge, personalised service and hand-picked hotels, we go the extra mile for our customers. In addition, our École School Tours work with educational and recreational requirements of schools, providing a quality, value for money and professional service.

<http://www.edwardscoaches.co.uk>

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<http://www.edwardscoaches.co.uk>

Interessant: Sie haben Österreich, Deutschland, die Schweiz sowie Christmas Breaks im Angebot!

Bei einer Tour haben sie Lake Constance und Bregenzerwald + Feldkirch etwas im Programm:

<https://www.booking.edwardscoaches.co.uk/Tour/Lake-Constance-Glacier-Express-Bavarian-Castles>



UK

Caroline Narloch
Head of Contracting

Tel: 01443 202048 **Ext.** 112

Mob: 07748 658589

Email: caroline.narloch@edwardscoaches.co.uk

The Courtyard, Parc Busnes Edwards,
Llantrisant, CF72 8QZ

Notizen Gespräch:

Caroline betreut alle Produktmanager die für Europa zuständig sind.

Sie haben **Busgruppen mit Gästen 60+, Programme mit 4-5 Übernachtungen**

Die Vierländerregion Bodensee mit Kulturen und Spezialitäten aus vier Ländern in einer Destination sind für sie sehr interessant

(sie haben schon 3-Länder Touren gemacht mit Belgien, NL, D)

Internationale Bodensee Tourismus GmbH 01.11.2019, London, GEM, ETOA

Sind nach dem Gespräch näher interessiert an:

- Sales Guide Bodensee – und hier vor allem auf die verschiedenen mehrtägigen Programm- und Tourenvorschläge in der 4-Länder Region Bodensee hinweise ab s. XY
- Fürstentum Liechtenstein
- UNESCO Welterbe Bodensee
- Weihnachtsmärkte Bodensee
- Schlösser und Gärten am Bodensee
- Wein Tastings für englischsprachige Gruppen

Per Post gerne zukommen lassen:

- Sales Guide Bodensee – und hier vor allem auf die verschiedenen mehrtägigen Programm- und Tourenvorschläge in der 4-Länder Region Bodensee hinweise ab S XY
- Übersichtskarte Bodensee
- Christmas Marktes englisch
- Bodenseegärten englisch

Informationen per E-Mail und Brief gesendet am 13.12.2019 IBT

**Anja Vipan**

In over five decades of business Miki Travel has grown to become one of the most influential private travel companies in the world. With offices in over 39 countries around the world Miki offers a complete travel product. We generate millions of room nights for our hotel partners worldwide. Our business includes large group series, ad hoc group tours though to vast numbers of individual tours. We aim to deliver outstanding customer service and satisfaction and through continuous innovation, development and investment in systems and technology we work to build strong long term partnerships with our clients.

<http://www.miki.co.uk>

Personal Message

Looking for new partners, interested in Hotels 3-5*

Miki Travel, London**Asien**

IBT, CS, hatte zuletzt am GTM 2018 einen Termin mit Frau Vipan

Die Mitarbeiterin von Frau Vipan, Frau Gedding betreut die Bodenseeregion – mit ihr hatte die IBT, CS, einen Termin auf dem GTS in London 2018)

Miki Travel war im Anschluss an den GTS zu den Bodenseehotels in direktem Kontakt mit Frau Driesen, Vorstand Bodenseehotels

Notizen Gespräch GEM 2019:

FIT + Gruppen**Hotels 3 – 5 Sterne**

Für ihre FIT Gäste arbeiten sie auch mit den normalen FIT Preisen von den Hotels

Frau Gedding war im April persönlich in der Bodenseeregion um Gespräche mit Hotels zu führen, diese zu besichtigen:

- Mit dem Hotel Halm in Konstanz werden sie wieder zusammenarbeiten
- Das neue Hotel Harbr ist interessant
- Hotel Constantia ist interessant, nimmt Gruppen leider nur auf Anfrage, etwas schwierig für sie
- Seehotel Friedrichshafen – nimmt nur Gruppen
- mit dem Hotel Bayerischer Hof Lindau arbeiten sie

in Liechtenstein hat Frau Gedding 3 neue Hotels in ihre Verträge integriert

Sie ist näher interessiert an Informationen zu:

- neue Hotels in der Bodenseeregion, die sie noch nicht kennt – Zusammenstellung IBT wäre sehr hilfreich
- Ravensburg als Tipp mit neuem Gruppenhotel, das 2020 eröffnet wird: GINN CITY & LOUNGE RAVENSBURG https://ginn-hotels.com/wp-content/uploads/2019/09/GINN_Ravensburg_Factsheet.pdf
- Sales Guide Bodensee 2020/21

Informationen per E-Mail gesendet am 16.12.2019 IBT



Special Tours

Cristina Buitrago

Special Tours is a Tour Operator established in 1973 and based in Madrid, Spain with a core business specialised in the operation of regularly scheduled escorted tours and special interest groups into Europe, with a leading market share. It also develops other products and destinations such as Middle & Far East, Africa and other exotic destinations. Its commercial presence and sales force are present in Spain and in every Latin American country, from the Spanish speaking communities of the USA all the way down to Brazil and Argentina, targeting Spanish speaking and Portuguese speaking passengers at the present moment. Special Tours relies heavily in its demonstrated IT capabilities to enhance growth, its talented human resources and an extremely healthy financial status linked to our more than 40 years' "down-to-earth" corporate culture & values. Since January 2016, Special Tours is part of Avoris Travel, Barceló Group.

<http://www.specialtours.com>

Personal Message

We are still looking for business opportunities for 2020 and start conversations for business 2021



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Millenium Edificio Bloque-A
AVORIS 5th Planta
28033 Madrid

+34 915 009 244 (dial 1124)

ANABEL MUÑOZ

Excursions & Itineraries Manager

✉ visitcontracting@specialtours.com
visitas@specialtours.com

*für
B. inständig*

✉ SPECIALTOURS.COM

**Spanien,
Südamerika**

und



CRISTINA BUITRAGO
CONTRACT MANAGER

✉ contracting5@specialtours.com

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Notizen Gespräch

Gruppen aus Spanien und dem Südamerikanischen Raum

3 – 4 Sterne Hotels für Gruppen

Sie ist näher interessiert an Informationen zu:

Passenden Hoteltipps für Gruppen 3-4 Sterne Hotels

- In Friedrichshafen – Sales Guide FN englisch
- In Ravensburg, v.a. auch Infos zu neuem Hotel Eröffnung 2020
- Radolfzell

Neuer Sales Guide Bodensee 2020/21 – mit Hinweis auf thematische Programm. und Tourenvorschläge in der 4-Länder Region Bodensee

Weihnachtsmärkte Bodensee

- ⇒ Bitte Informationen an beide Ansprechpartnerinnen senden

E-Mail gesendet am 16.12.2019 IBT, *Mail an Christina Buitrago kam auch beim 2. Versuch nicht an*

Feedback von Ms. Muñoz am 20.12.2019:

Dear Johanna,

Thank you very much for your mail, we will have a lot of very interesting information and helpful.

We wish you a Merry Christmas and a wonderful New Year 2020.

Kind regards from Madrid

Anabel Muñoz

Responsable del

Departamento de Visitas

NUEVO TLF. DIRECTO

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