

31st IATO ANNUAL CONVENTION RETURNS TO MADHYA PRADESH AFTER 22 YEARS

For the first time, online registration facility for members have been introduced to make the registration and payment process easier

Indian Association of Tour Operators (IATO) will host its 31st Annual Convention from 20-23 August 2015 at The Grand Bhagwati Palace, Indore, Madhya Pradesh. The theme of the convention is 'Tourism – We will change the Indian Economy'. Pronab Sarkar, Hony Secretary, IATO have been appointed as Convention Chairman whereas Ravi Gosain, Joint Secretary, IATO and Sanjeev Joshi, Executive Committee Member, IATO, have been appointed as Co-Chairmen.

Chief Minister and Tourism Minister of Madhya Pradesh have agreed to bless the convention with their presence. Dr. Mahesh Sharma, Union Minister of State (IC) for Tourism and Culture and Minister of State for Civil Aviation has also assured his full support.

There will be lot of activities like Travel Mart, Post Tours, Spouse Tours, IATO Run for Responsible Tourism, Cultural Evenings etc. IATO Annual Convention is one of the most important events on the Indian travel calendar. It attracts delegates not only from directly involved in handling tourists, but also brings in a strong participation from the various State Governments, as well as numerous senior dignitaries from the political and administrative arms of central and state governments.

This year's convention will have higher attendance, quality and serious business sessions. The Association is expecting more than 1,200 delegates. The convention is the main gathering of stakeholders in the tourism industry and the ground for forming strategies and policies for the coming year.



IATO Run for Responsible Tourism

Like previous years, members will enjoy a fun morning with the colleagues and participate in a 'Run for Responsible Tourism'. For those who do not want to run, enjoy a pleasant shorter walk with your friends.

Lots of Door Prizes

Not only will you gain knowledge from attending the session, but you also have the opportunity to win one of the main great door prizes.

Spouse Tours & Post Convention Tours

Various post convention tours and spouse tours are being organized for the delegates and for their spouses during the convention. Members who wish to participate should indicate the tour number on the registration form.

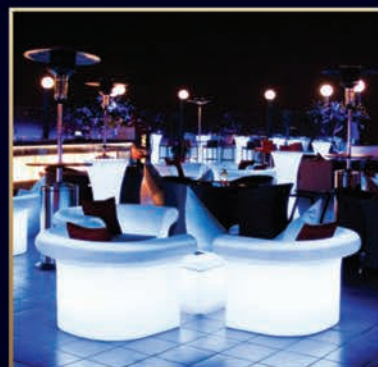




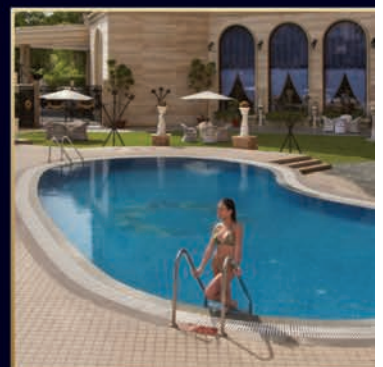
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FROM THE PRESIDENT'S DESK

Dear Members,

Greetings for our 31st IATO Annual Convention!

Hope you all have blocked the dates 20-23rd August, 2015 in your diary and arranged your travel tickets to Indore. Hotels choice is great this year and rates have been negotiated keeping in mind member's interest. As you all wanted, spouse will be free so register at the earliest.

All details have been circulated and online registration has also commenced. We will request you to recommend us specific topics for business sessions which you feel we need deliberations and expert's guidance. I am confident many of you must have taken advt. space in Tour Operator Manual as also booth in travel mart for transacting business.

On my recent meetings with the Tourism Minister, Dr. Mahesh Sharma, I had taken up our long pending issue of the revision of Marketing Development Assistance (MDA) scheme. Revised MDA guidelines have been received from the Ministry of Tourism and also circulated to you all. Now in your reimbursement claim, you get increased amount for your air travel, rental charges for participation with booth in international exhibitions and also hotel accommodation part.

In our interaction meeting, I had specially mentioned him about the difficulties being faced with the introduction of Biometric process for obtaining Indian Visa in Italy, Spain and Netherland where e-Tourist Visa (e-TV) facility has yet to be introduced. These are the countries which provide tourists to India round the year and need urgent consideration for introduction of e-TV. Till then, in the lines UK, Poland where Biometric process have been deferred, the same way this should be deferred for Italy, Netherland, Spain etc.

Also, I was very vocal about issuing of Multiple Entry Visa along with e-TV as most of the tourists taking India holiday packages always add neighboring countries. If they don't get this facility, they prefer to visit any other destination where visa friendly policy exists. This is one of the reasons why in spite of introduction of e-TV for 76 countries, arrival figures are not showing progressive growth. This has been noted by Hon'ble Minister who had been taking up the matter with Union Home Minister. We have also written to Hon'ble Prime Minister and Union Home Minister and awaiting a positive response.

As there was press information about a proposal of Delhi government to increase Luxury Tax rate from 10% to 15% and that too on printed rate, I had written to Chief Minister to drop this negative measure as already tourism is loaded with taxes and this will take tourists away from Delhi to NCR to Noida, Gurgaon etc. where hotels have come up and offering cheaper luxury tax and that too on negotiate rates.

Overwhelming presence of our members at our IATO Convention Press Conference held at Hotel The Park on 8th July proved to be a remarkable event where in we had Hon'ble Tourism Minister, Dr. Mahesh Sharma; Dr. Lalit Panwar, Secretary Tourism, Govt. of India; Ashwani Lohani, Commissioner and Managing Director, MP Tourism Development Cooperation and a delegation from Nepal, Andaman Islands, large presence of Indian media. Participation over 400 attendances shows the value IATO Convention holds in the minds of our travel trade members, media and decision makers in the government and private sector.

Hope to see you all at the Convention in Indore.

Subhash Goyal



IATO announces its 31st Annual Convention details during the monthly luncheon meeting

Also held an interactive session with Nepal Association of Tour Operators to update the members about the ground conditions in Nepal post the earthquake



Indian Association of Tour Operators (IATO) Convention dates and venue were announced at The Park Hotel, New Delhi in the presence of Dr. Mahesh Sharma, Minister of State for Tourism and Culture (IC) and Minister of State for Civil Aviation and Dr. Lalit Panwar, Secretary Tourism, Govt. of India. This was announced by Subhash Goyal, President, IATO, who informed the members that Indore in Madhya Pradesh will be the venue city for the 31st IATO Annual Convention from August 20-23, 2015.

While announcing the decision, Goyal, said "We had been looking into the options among Jammu and Kashmir, Tamil Nadu and Madhya Pradesh. Even as per our policy we always try to reach a new destination and try to boost tourism to the state basing our venue of the Convention. After series of deliberations, study visits, Executive Committee took the decision to have IATO's 31st Annual Convention in Indore, Madhya Pradesh."

Dr. Mahesh Sharma, while addressing the media and the members appealed the members to take benefit of this national convention of IATO. Dr. Sharma categorically mentioned that he is very much convinced the way, IATO is working for the promotion of tourism and supporting the Ministry for all its efforts in marketing India in overseas markets.

Dr. Lalit Panwar while addressing the members talked about the work being done by the Ministry and the achievements that has been made especially in getting e-Tourist Visa which has already been implemented for 76 countries and in more countries this is to follow. He requested the members to give it a wide publicity and encourage tourists to make use of this facility.

Ashwani Lohani, who was very much enthusiastic in bringing IATO Convention to Indore, expressed his happiness about the IATO's decision to hold its annual convention in Indore. He also appealed the members to attend the convention in large numbers and attend the post convention tours especially being designed for the members.

"MP Tourism has been very active in marketing various tourists' attractions in the state. Concurrently with our convention, there will be Indian Travel

Mart. It is an opportunity for exhibitors to showcase exciting and diverse range of destinations, conference and incentive venues. Also interesting business sessions are being planned with social evenings," said Pronab Sarkar, Chairman Convention.

Sarabjit Singh, Sr. Vice President, IATO, said, "The stupendous success of the previous Convention has raised the expectations of the members and sponsors alike. More than 1200 delegates are expected for 3 day event and are eagerly awaited by all. They look for an enchanting as well as a destination not explored earlier. Post-Convention tours on offer will be very attractive to explore new areas hitherto unknown to our members."

On this occasion, IATO also felicitated a 25 member delegation from Nepal headed by Ashok Pokharel, President, Nepal Association of Tour Operators (NATO).

While concluding, Goyal also informed that 10 top outbound tour operators from China selected by Air China are expected to attend the convention in Indore apart from tour operators from neighboring countries like Nepal, Bangladesh, Bhutan and Sri Lanka.





IATO PRESIDENT THANKS THE UNION GOVERNMENT FOR IMPLEMENTATION OF E-TV FOR CHINA

Subhash Goyal, President, Indian Association of Tour Operators (IATO) thanked the Prime Minister, Narendra Modi; Union Home Minister, Rajnath Singh; Tourism Minister, Dr. Mahesh Sharma and the officials of Ministry of Home Affairs (MHA) and Ministry of Tourism (MoT) for implementing e-Tourist Visa (e-TV) facility to Chinese nationals, Hong Kong and Macau. This would take the total number of countries availing this facility to 77 from 74 earlier.

Expressing his happiness, Goyal mentioned that China is a huge market especially for Buddhist tourists. "About 1.8 lakh tourists visited India from these countries in last three years and with this implementation of e-TV to the Chinese Nationals, we expect 20-25 % increase in tourist arrivals from China," he said.

Goyal appeals the MHA and MoT that under e-TV Scheme, double/multiple entry visa be allowed with duration of stay to be extended to 45 days so that members selling combined packages of India, Nepal, Sri Lanka etc. can also ask their clients to apply for e-TV. Presently all such tourists are avoiding India due to constraint of single entry.

Goyal also mentioned that if we really want to promote Buddhist Circuits amongst tourists from countries like Sri Lanka, Malaysia, Myanmar, Thailand, Cambodia, Laos, Vietnam and SAARC countries, visa fee should not be more than 20 USD for e-TV or it should be on reciprocal basis.

IATO ANNOUNCES ITS SUB-COMMITTEES FOR 2015

Indian Association of Tour Operators (IATO) has announced the formation of its sub-committees for 2015. Among all the 8 sub-committees that were formed, formation of 'Outbound Tour Operator Council' was announced at the recent luncheon meeting held at The Park, New Delhi. IATO members have unanimously elected Karan Anand, Head- Relationships, Cox and Kings Ltd. as the President for the Council. Subhash Goyal, President, IATO informed that the Council will give members an extended arm to do other businesses also. Below are the details of the sub-committees for 2015:

Outbound Tour Operator Committee/Council

- | | |
|---|--|
| 1. Karan Singh Anand (Chairman/ Convener) | Cox & Kings Ltd |
| 2. Amaresh Tiwari | A.T. Seasons & Vacations Travel (P) Ltd. |
| 3. Ravi Gosain | Erco Travels Pvt. Ltd. |
| 4. Shravan Gupta | Travel Air Pvt. Ltd., |
| 5. Darshan Shah | All Four Seasons Travels, |
| 6. Rajesh Sethi | Carnation Travels |
| 7. Vinay Arora | Flag Travels |
| 8. Sameer Whig | Samaara International Tours & Travel |
| 9. Himanshu Agashiwala | Columbus Travels. |
| 10. Chetan Gupta | R.G. Destinations Pvt. Ltd. |
| 11. Nidhi Kapur | Vietrade Tours & Travels Pvt Ltd |
| 12. Bharat Bhushan Atree | Caper Travel Company |
| 13. Sanjeev Chandra | State Express |
| 14. Vishal Yadav | Incredible Destination Management Services Pvt. Ltd. |
| 15. Sunil Hasija | Creative Travel Pvt. Ltd. |

Committee for Civil Aviation and Airlines

- | | |
|-------------------------------------|---|
| 1. Rajiv Mehra (Chairman/ Convener) | Uday Tours & Travel Pvt. Ltd. |
| 2. Martin Joseph | Freedom Holidays Pvt. Ltd. |
| 3. Sunirmol Ghosh | Indo Asia Tours |
| 4. H.S. Duggal | Minar Travels (India) Pvt Ltd |
| 5. Danish Jamil | Indian Trails Sourcing Services Pvt. Ltd. |
| 6. Sanjeev Chandra | State Express |
| 7. Subhash Verma | Travel Plus (A Unit of IBIS Travels (P) Ltd.) |

Committee for Education and Skill Development

- | | |
|--|--------------------------------------|
| 1. Surinder Kumar (Chairman/ Convener) | Travelmate India Pvt Ltd |
| 2. Zia Siddiqui | Alliance Hotels & Resorts |
| 3. Ramesh Chandra Goswami | Abhinandan Travels & Tours Pvt. Ltd. |
| 4. Hanit Mangat | President Travel Service |
| 5. Bharat Bhushan Atree | Caper Travel Company |
| 6. Sudha Gupta | M Vedic Tours & Travels Pvt Ltd |
| 7. Neelam Kapoor | Namms Tours & Travels |

Committee for Hotel Relations

- | | |
|---------------------------------------|--|
| 1. Sanjeev Joshi (Chairman/ Convener) | Tourism India Mgmt. Enterprises Pvt. Ltd. |
| 2. Rajeev Kohli | Creative Travel Pvt. Ltd. |
| 3. S. Swami | Dravidian Trails Holidays Pvt. Ltd. |
| 4. Danish Jamil | Indian Trails Sourcing Services Pvt. Ltd. |
| 5. P. Balasubramanyam | Namaste Tours Pvt Ltd. |
| 6. Sunirmol Ghosh | Indo Asia Tours |
| 7. Tarun Raikhy | Sanskriti Tours Pvt Ltd. |
| 8. Rajiv Kataria | Incredible Destination Management Services Pvt. Ltd. |
| 7. Pandian K | South Tourism |
| 8. Neelam Kapoor | Namms Tours & Travels |

Committee for Legal & Grievances

- | | |
|-------------------------------------|-----------------------------------|
| 1. Jyoti Kapur (Chairman/ Convener) | Vietrade Tours & Travels (P) Ltd. |
| 2. Naveen Chhibber | Orient Express Pvt. Ltd. |
| 3. Viney Tyagi | Uni Crystal Holidays Private Ltd. |
| 4. Bharat Bhushan Atree | Caper Travel Company |
| 5. Sanjeev Chandra | State Express |
| 6. Rajnish Kaistha | Paradise Holidays (I) Pvt. Ltd. |

Committee for Tour Guide Relations

- | | |
|---|--|
| 1. Vishwas Makhija (Chairman/ Convener) | Luxury India Holidays |
| 2. Rajiv Mehra | Uday Tours & Travel Pvt. Ltd. |
| 3. Raj Bajaj | Adventure World India Pvt. Ltd. |
| 4. Harihar Patra | Toshali Tours And Travels |
| 5. Rohit Kohli | Creative Travel Pvt. Ltd |
| 6. Rajesh Langer, | Waymark Adventures |
| 7. Prithviraj | Eastbound Tours and Travels Pvt. Ltd |
| 8. Vishwamitra Singh | Leisure & Pleasure International Pvt Ltd |
| 9. Mahender Singh | K.K.Holidays N Vacations |

Committee for Railway & Surface Transport

- | | |
|-----------------------------------|---------------------------------|
| 1. Raj Bajaj (Chairman/ Convener) | Adventure World India Pvt. Ltd. |
| 2. Sarab Jit Singh | Travelite (India) |
| 3. Sunirmol Ghosh | Indo Aisa Tours |
| 4. Sanjeev Chandra | State Express |
| 5. Pandian K | South Tourism |
| 6. P.S.Duggal | Minar Travels (India) Pvt Ltd |

Committee for IATO Website

- | | |
|-------------------------------------|-------------------------------------|
| 1. Ravi Gosain (Chairman/ Convener) | Erco Travels Pvt. Ltd. |
| 2. Rajnish Kaistha | Paradise Holidays (I) Pvt. Ltd. |
| 3. Raj Bajaj | Adventure World India Pvt. Ltd. |
| 4. Rajiv Mehra | Uday Tours & Travel Pvt. Ltd. |
| 5. Samir Kalia | Global E Travel Solutions Pvt. Ltd. |
| 6. Jasmeet Singh | Waljis Travels India Pvt Ltd. |
| 7. Sanjeev Chandra | State Express |



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IATO SIGNS MoU WITH ASSOCIATION OF TOUR OPERATORS OF ANDAMAN

Indian Association of Tour Operators (IATO) signed a Memorandum of Understanding (MoU) with the Association of Tour Operators of Andaman (ATOA) in presence of all members and media during the monthly luncheon meeting held at The Park, New Delhi. The MoU was signed by Subhash Goyal, President, IATO and M. Vinod, President, ATOA. The MoU is subjected to several objectives of mutual benefit, the first being the exchange and partnership from both sides in promoting tourism in the country and encouraging the same. It also agreed on a partnership, wherein both sides will help to encourage a mutual and beneficial co-operation with the goal to enhance the interest of both parties and their members. The MoU commands both parties to share information and support exchange and mutual contact among members for the development of tourism by consensual interest.



IATO MEMBERS STAND WITH NEPAL AT ITS TIME OF TRAGEDY

Nepal is always combined with India holiday packages and the earthquake that devastated thousands of lives in Nepal on April 25th left all members into shock and stand still. To ensure that Nepal comes back to normalcy, IATO requested all members to donate liberally. Many donated to their contacts in Nepal directly. Members who donated to our PM Relief Fund for onward transmission to Nepal government include:-

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7. CATAI INDIA (P) LTD.
8. I.N.D.I. TOUR SERVICES PVT. LTD.
9. IDMS TOURS PVT. LTD.
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12. INDIAN EXCURSION
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14. INPAC HOTELS & RESORTS PVT LTD.
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20. NAMASTE TOURS PVT. LTD.
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23. NITIN SHARMA
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34. VENKATARAMAN JAYARAMAN
35. VIKRAM SINGHYADAV
36. WIND HORSE INDIA TOURS

REVISED MDA GUIDELINES APPLICABLE FROM 9th JULY 2015

IATO has been pleading with the Ministry of Tourism, Govt. of India for revision in the guidelines of Market Development Assistance (MDA) Scheme and also on the problem in generating leads from the MoT website. However, on the MDA assistance even though, it has taken us more than 2 years, we did not give up and finally have got the very good policy in place. Our thanks are due to Dr. Mahesh Sharma, Minister of Tourism; Dr. Lalit Panwar, Secretary (Tourism); Girish Shankar, Additional Secretary (Tourism); Usha Sharma, Addl. Director General (Tourism); and Suman Billa, Joint Secretary (Tourism), Govt. of India; who all have extended full support in revising the guidelines.

We were constantly in touch with the Ministry of Tourism for revision in the MDA Guidelines, as there was some restrictive clause in the guidelines to be eligible for claiming reimbursement under MDA Scheme, mainly the requirement of 15% growth in the foreign exchange earnings. Most of our recommendations have been accepted and have been incorporated under the revised guidelines which are effective from 9th July 2015. Main components inter-alia where our recommendations have been accepted and duly incorporated are as under:-

- Clause of 15% growth has been relaxed to 5% in Foreign Exchange Earnings (FEE) during a 3 year period to be eligible for financial support for MDA. The clause will be made effective from the financial year 2015-16 and tourism service providers will have to show a cumulative increase of 5% in FEE at the end of year 3 over from the base year 2014-15.
- Hotel expenses for maximum five nights with upper limit of Rs. 8000 per night have been added.
- 90% of economy class fare by Air/Euro rail from one country to another

country (which was earlier 75% only).

- 90% of cost of built up/furnished stall has been accepted (which was earlier 75% of the cost).
- Some relaxation has been given for travel by Air India:
 - In order to avail the benefit of reimbursement of airfare under the MDA Scheme, all tourism service providers / officials of Tourism Departments of States / UTs may travel only by Air India/Indian Airlines, to stations directly connected by Air India/Indian Airlines
 - For travel to stations not directly connected by Air India/Indian Airlines, but which are directly connected by other airlines, travel by other airlines would be permissible on the lowest available fare (documents in support of the fare being the lowest available to be furnished)
 - For travel to stations not directly connected by any air services with stations in India, if travel on the shortest route available is undertaken through a station connected by Air India, reimbursement of air fare would only be made for travel by Air India on that sector.
- There would be one Application Format for all reimbursements i.e. For participation for Sales Tours, Travel Fairs and Exhibitions and Road Shows.
- Financial support will be provided for total four events per financial year covering sales tours, travel fairs and exhibitions and Road Shows.
- The maximum upper limit for claim per case has been increased to Rs. 2.5 lakh, (which was Rs. 2 lakh earlier).
- No prior approval of the Ministry is required. However, applicant has to inform the ministry by email at least 14 days in advance to the Asst. Director General (Overseas Marketing), Ministry of Tourism, Government of India, New Delhi, on e-mail ID mda-tourism@gov.in.

MoT LAUNCHES ‘INDIA- THE LAND OF YOGA’ BROCHURE ON INTERNATIONAL YOGA DAY

IATO members joined in large numbers at the launching event of the booklet ‘India- The Land of Yoga’ by the Ministry of Tourism (MoT) on the occasion of the International Day of Yoga at Hotel Ashok, New Delhi. Over 60 members were present and listened to the address given by Tourism Minister announcing various measures adopted by the government to boost tourism. The brochure on Yoga includes details of Yoga destinations which will help to promote Yoga as a tourism product. Many of IATO members have Yoga India package on offer for international tourists.



INCREDIBLE INDIA HELPLINE TO BE AVAILABLE IN 12 FOREIGN LANGUAGES



This is an important initiative of the Indian Government to provide help at the time of distress to all tourists (both Domestic/International).

Soon government plans to introduce this service with 12 international languages to be more service oriented. IATO members extended facility assistance to Indian Institute of Tourism and Travel Management (IITTM) as students from this government institute manpower service is taken to run this 24 hours Helpline service. IATO’s experience provides key inputs in driving the service need based for tourists.

GOVERNMENT PRIORITIZES MEDICAL AND WELLNESS TOURISM

Dr. Mahesh Sharma, Minister of State for Tourism (IC), Culture (IC) and Civil Aviation, announced the setting up of a National Medical and Wellness Tourism Board to boost medical tourism in India. IATO has been pleading the government for improving the quality care, ensuring a balanced pricing and global awareness campaign. There are many challenges faced by the health care industry specially lack of Hospital information Management system which is a deterrent for our members to workout Medical packages. IATO have pleaded for holding Medical Tourism Conclave to boost Medical

Tourism as India offers Health care at a very competitive price and this could be India’s billion dollar business in next decade.

NATIONAL AWARDS FOR TOURISM EXCELLENCE 2013-14

IATO members have applied for the National Award for various categories as announced by the Ministry of Tourism (MoT). The guidelines for application as informed by MoT were circulated to all members to follow the same strictly. Ministry has now started processing the applications. On IATO’s recommendation, National Award for Best Guide award has been restored from this year.



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Today most tourists look for authentic experiences at their destinations. The state of Gujarat has a world of experiences to offer. The best way to gain unforgettably authentic and enjoyable experiences on your visit to Gujarat is to stay in a Gujarati home. Traditionally, Gujaratis are a very hospitable people who would seem to live by the motto "athithi devo bhava." The phrase means a guest is to be treated like God. Gujarati hosts take this touching ethos to heart and are eager to please and care for their guest in an unobtrusive and non-interfering way. Generally visitors to Gujarati homes arrive as guests but leave as life-long friends of their hosts.





Tourists in a homestay have an up close and interesting view of Gujarat's myriad attractions. The rich heritage beams with dancing, music, festivities, intricate dresses and ornaments, and a famed cuisine. It can all be experienced with more understanding and awareness. While it is possible for you to get a taste of this culture in the conventional manner, the best way to experience the typical Gujarati lifestyle firsthand is when the tourists chose to stay with a Gujarati family. Spending your holiday at a Govt. approved homestay will get you a ringside view and personal experience of traditions and customs coming alive.



Experiencing the mouthwatering Gujarati cuisine is more attractive when tourists enjoy it at their homestay. Hosts will cook the delectable food and guests have the opportunity to see what exactly goes into the famed Gujarati sweets and vegetarian delights. Tourists will not only be savouring the famous and nutritionally rich Gujarati cuisine, they will also be able to learn to make dhoklas, patras, khaman and bhakhar vadis and cook them back home. Of course, there are more benefits awaiting tourists at homestays. They can live in comfortable accommodation with convenient amenities at comparatively lesser costs than hotel rooms. They can also get the opportunity to look at the daily Gujarati lifestyle and even gain insights and tips on speaking in the Gujarati language. So next time you visit Gujarat, avail the authentic attraction of a homestay.



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IATO organizes Training Programme for its members

IATO recently organized training programme for its members that received positive feedback from the members. Trainer Tapas Dasmohapatra conducted the training programme on Building World Class Organization on 10th June while trainer Ekta Anand the training programme 'Proposal Making' on 17th June. Some of the members' feedbacks on the programme are as follows:

Swati, Cox & Kings Ltd.

Trainer Tapas Dasmohapatra was very enthusiastic & conducted the program very well. The session was interactive. Program was not only relevant in professional life, but also in personal life. Felt the training session was short, should have been longer. I would like to thank and request IATO to organize such sessions on regular basis.

Jasmeen Kaur, Deputy Manager, Minar Travels (India) Pvt. Ltd.

Training program 'Proposal Making' on 17th June 2015 was interesting and influential because of valuable & vast knowledge of Ekta Anand. All topics were well discussed and explained in simple and easy words. Prior to training 50 per cent above topics were present in my mind and now I can say that it goes above 90 per cent.

Ramesh, Cox & Kings Ltd.

The trainer Ekta Anand was passionate about the subject and it reflected in the quality of her teaching. I found it very interesting and incredibly useful. Everything was relevant and would definitely put the ideas into practice. I would really recommend these kinds of learning program to all to be updated and excelling the efficiency.

Mirtunjoy Tripathi, Manager— Operations, Creative Travel Pvt. Ltd.

It was great to be a participant of IATO Training program 'Building World Class Organization'. Trainer Tapas Dasmohapatra was at its best as usual. The course was interactive, comprehensive and ideal for those who would like to boost their confidence whilst dealing with awkward situation. I liked it that the course was non-judgmental. Honest evaluations of feelings and situations.

Pramod Bhatnagar, IDMS Tours Pvt. Ltd.

This kind of program should go on round the year. I found the trainer is quite OK for the trainee for proposal. I think she is a perfect trainer the quality of deliver and her contains are good enough.

Samit Majumder, Asst. Manager— Operations, Creative Travel Pvt. Ltd.

I thank IATO for giving me this opportunity to attend this training program on 10th June 2015. The topic was very important for an employee and employer: Building world class Organization. I got few simple answers from the trainer—



Tapas Das Mohapatra which is the key factors I presume to build an organization to a world class organization.

Ketan Manchanda, Zutshi Travel World Service

I have attended the IATO Training program on 17th June 2015 and I found it very useful. My Trainer Ekta Anand has provided me with the tools with which I can now face any circumstances/ situations in my future. I personally feel it would be better for everyone to give the task individually rather than group, so that each and everyone can share his/her views.

Arun Xavier Biswas, GM- Sales & Marketing, Total Holiday Options Pvt. Ltd.

I did find the session useful, however examples and case studies relevant to our industry would have made the session more meaningful as participants could relate concepts better. Appreciate the initiative and look forward to more of such initiatives.

REKINDLING HOPES THROUGH ROADSHOWS

At a time when most of the members expressed their discontent with the market share going down, IATO tried to rekindle hopes by organizing series of roadshows. Recently roadshow in UK, Baltic Region were completed with great success. Girish Shankar, Additional Secretary (Tourism) led the delegation where about 19 tour operator members participated. These are new markets where our members are trying to reach as there are immense opportunities if nurtured with proper care. Upcoming roadshows are as follows:

Europe: October 2015

October 5 - Belgrade, Serbia
October 7 - Zagreb, Croatia
October 8 - Sofia, Bulgaria



RAILWAY ISSUE TAKEN UP WITH MINISTER SURESH PRABHAKAR PRABHU

Tour operator members are facing existential crises with Railway Ministry's decision to withdraw licenses for all Railway Travel Agents. The agents have been sending great services to overseas guests in arranging their rail travel programmes in India. But this received a jolt with the announcement that

licenses for Rail Travel Agents will not be renewed for June onwards. Rail Travel Agents used to work in a collaborative way for Railways and international rail tickets and that worked very well. We have written to Hon'ble Railways Minister Suresh Prabhakar Prabhu. Hope this gets positive consideration.

FTAs register a growth of 1.8% in June 2015 over June 2014

The following are the important highlights regarding Foreign Tourist Arrivals (FTAs) and Foreign Exchange Earnings (FEEs) from tourism during the month of June 2015.

Foreign Tourist Arrivals (FTAs):

FTAs during the Month of June 2015 were 5.13 lakh as compared to FTAs of 5.05 lakh during the month of June 2014. There has been a growth of 1.8% in June 2015 over June 2014.

- FTAs during the period January- June 2015 were 38.45 lakh with a growth of 3.4% over the period January- June 2014.
- The percentage share of FTAs in India during June 2015 among the top 15 source countries was highest from USA (22.21%) followed by Bangladesh (17.00%), UK (7.18%), Malaysia (4.00%), Sri Lanka (3.41%), Japan (2.80%), France (2.69%), Australia (2.64%), Singapore (2.54%), Canada (2.49%), China (2.36%), Germany (2.35%), Nepal (2.10%), Pakistan (1.54%) and Afghanistan (1.50%). These top 15 countries account for 76.81% of total FTAs during June 2015.
- The percentage share of FTAs in India during June 2015 among the top 15 ports was highest at Delhi Airport (25.92%) followed by Mumbai Airport (17.58%), Chennai Airport (11.61%), Haridaspur Land check post (10.03%), Bengaluru Airport (8.00%), Hyderabad Airport

(5.08%), Cochin Airport (3.77%), Kolkata Airport (3.63%), Gede Rail (1.97%), Tiruchirapalli Airport (1.93%), Ahmedabad Airport (1.72%), Trivandrum Airport (1.57%), Ghoadanga Land check post (1.18%), Attari Wagha (1.03%) and Hilli Land check post (0.64%). These top 15 ports account for 95.66% of total FTAs during June 2015.

Foreign Exchange Earnings (FEEs):

FEEs during the month of June 2015 were Rs. 8,951 crore as compared to Rs. 8,458 crore in June, 2014 and Rs. 7,149 crore in June 2013.

- The growth rate in FEEs in rupee terms during June 2015 over June 2014 was 5.8%.
- FEEs from tourism in rupee terms in January- June 2015 were ₹60,302 crore with a growth of 6.2% over the period January-June 2014.
- FEEs in US\$ terms during the month of June 2015 were US\$ 1.402 billion as compared to FEEs of US\$ 1.440 billion during the month of June 2014.
- FEEs from tourism in US\$ terms during January- June 2015 were US\$ 9.609 billion with a growth of 2.9% as compared to the US\$ 9.334 billion with a decline of 0.8% during January- June 2014.

Source: Ministry of Tourism, Government of India

Tourists arrived on e-TV register a growth of 955.9% in January-June 2015

USA ACCOUNTS FOR ABOUT 42% TOURISTS ARRIVED ON E-TOURIST VISA IN JUNE 2015

Government of India launched Tourist Visa on Arrival (TVoA) enabled by Electronic Travel Authorization (ETA), presently known as e-Tourist Visa (e-TV) scheme, on 27th November 2014 for 43 countries. The Government extended this scheme to the citizens of Guyana and Sri Lanka in January, 2015 and April, 2015, respectively. The e-Tourist Visa facility is extended to the nationals of 31 countries in June, 2015. The following are the important highlights of e-Tourist Visa during June, 2015:

- During the month of June, 2015 a total of 15,557 tourists arrived on e-TV as compared to 2,112 during the month of June, 2014 registering a growth of 636.6%.
- During January-June, 2015 a total of 1,26,214 tourists arrived on e-TV as compared to 11,953 during January-June, 2014 registering a growth of 955.9%.
- This high growth may be attributed to introduction of e-Tourist Visa for 76 countries as against coverage of earlier TVoA scheme for 12 countries.
- The percentage shares of top 10 source countries availing e-Tourist Visa facility during June 2015 were as follows: USA (41.71%), Australia (9.67%), Germany (7.21%), Canada (4.86%), Republic of

Korea (4.29%), France (3.38%), Singapore (2.73%), UAE (2.70%), Russian Federation (2.53%) and Mexico (2.47%).

- The percentage shares of different ports in tourist arrivals on e-Tourist Visa during June 2015 were as follows: New Delhi (43.11%), Mumbai (22.27%), Bengaluru (11.70%), Chennai (9.83%), Hyderabad (4.85%), Kochi (3.83%), Kolkata (2.89%), Trivandrum (1.14%) and Goa (0.38%).



NEW MEMBERSHIP APPROVED W.E.F 13th JULY, 2015

ACTIVE (Change of Status)

1. Cholan Tours Pvt. Ltd.

K. Pandian, Director
Tel: 0431-4226100
Email: pandian@southtourism.in

2. Route Makers

Pankaj Sharma, Proprietor
Tel: 011-65103215, 45537047
Email: routemakers@vsnl.net

3. Golden Ikon Fleet Management (P) Ltd.

Dinesh Popli, Director
Manav Bahri, Director
Tel: 011-4168600
Email: dinesh@goldentrinetra.com

4. Incredible Voyages Pvt. Ltd.

Munish Abrol, Director
Arvind Ramola, Director
Tel: 0124- 4833701
Email: munish@incrediblevoyages.co.in

5. Imperial India Tours

Sandeep Chauhan, Proprietor
Tel: 011-45683761, 45620852
Email: indiatriavel@imperialindiatour.com

6. Eastern Risen Expedition Pvt. Ltd.

Bijan Kumar Muduli, Managing Director
Debakanta Nayak, Director
Tel: 0674-2578275, 6574495, 6573496
Email: info@easternrisen.com

ALLIED

1. A.A.S. Flight Solutions Pvt. Ltd.

Anurag Singh Rathore, Director
Brahm Aman Kashyap, Director
Tel: 011-41034504
Email: info@aasflightsolutions.com,

2. Rail Tours India LLP

Pratik Kumarpal Shah, Partner
Tel: 022-26141608
Email: rail@railtoursindia.in

3. Govan Travels

Jai Hari Dalmia, President
Tel: 011-23329432
Email: dalmia.jh@dalmiabharat.com

4. Enriching Journeys Pvt. Ltd.

Alok Singh, Director
Tel: 011-28043153
Email: alok@enrichingjourneys.com

5. Exclusive India Journeys

Yogesh Gupta, Proprietor
Priyesh Gupta, General Manager
Tel: 0141-5600931
Email: exclind@airtelmail.in

6. Roop Vilas Palace Hotel (A Unit of Jamwal Hotels & Resorts)

Maharaj Narendra Singh, Managing Partner
Tel: 01594- 224321, 224933
Email: maharajnsingh@gmail.com

7. Madras Travels And Tours Pvt. Ltd.

R. Nanda Kumar, Director; S. Sivakumar, Manager

Tel: 044-22554153

Email: madrastravels@gmail.com,
nanda@madrastravels.com

8. Denzong Leisure Pvt. Ltd.

Aniruddha Basu, CEO
Tel: 033-22640048
Email: ab@denzongleisure.com

9. Khorlo Tours & Travels

Nilanjan Basu, Partner
Subir Sengupta, Partner
Tel: 033- 40010180
Email: mailkhorlo@gmail.com

10. Go India Tourism Pvt. Ltd.

Sunil Kumar, Director
Surender Singh Khatri, Director
Tel: 011-27946100
Email: info@goindiaholidays.in

11. Spirit of India Tours & Travels

Praveen Babbar, Partner
Pooja Babbar, Partner
Tel: 011-27941980
Email: info@spiritofindiataours.com,

12. Krrish Travel And Tours

Goldie Dhawan, Proprietor
Mobile: 9819040581
Email: krrishtours@gmail.com,

13. Indian Holiday Maker

Pritpal Singh, Proprietor
Tel: 011-23814738
Email: indianholidaymaker@hotmail.com,

14. Adiona Travels Pvt. Ltd.

Lalit Mohan Sharma, Director
Sunil Nain, Director Inbound
Tel: 0124-3021100
Email: info@adionatravels.com,

15. Shree Skyjet Travels & Tours Pvt. Ltd.

Udya M. Vasudeo, Director
Tel: 022-28705552-8
Email: international@skyjettravels.com,

16. Discover India Vacations Pvt. Ltd.

Vikas Rai Srivastava, Director
Kamaljit Beesla, Director
Tel: 0124- 4296269/ 4044555/4044666
Email: info@discover-india.in

17. Taj Forex & India Tours Pvt. Ltd.

Ranbir Singh, Director
Geeta, Director
Tel: 011-26781624
Email: tajforexindiatours@gmail.com,

18. Merge Experience

Monali Contractor, Proprietor
Tel: 022-23862229
Email: mailbox@mergeexperiences.com

19. NIT Worldwide Holidays Pvt. Ltd.

Gurinder Singh Beesla, Director
Kamaljit Beesla, Director
Tel: 0124-4044555, 4044666
Email: info@nitworldwideholidays.com

20. Cawnpore A A Travel Wings Pvt. Ltd.

Aveek Ghosh, Managing Director

Kishan Mehrotra, Manager

Tel: 0512-2012333, 2364485, 2364483
Email: ghosh.aveek@gmail.com

21. Salt N Pepper Publications

Ravi Arora, Proprietor
Tel: 011- 47818283
Email: ravi@snppindia.com

22. Quick-O-City

Puja Karar, Proprietor
Tel: 9836632507
Email: quickocity@gmail.com

23. Exclusives Services

Pallab Dey Roy, Partner
Debabrata Chakraborty, Partner
Pralay Ghosh, Partner
Tel: 983052508/ 9830523507
Email: exclserv@rediffmail.com

24. Diverse Hotels Marketing Pvt. Ltd.

Digvijay Diwakar, Director
Tel: 011-28043128
Email: digvijay@dhm-india.com

25. Alluring India Destination Pvt. Ltd.

Deepak Modgill, Managing Director
Tel: 9810600910
Email: deepak.modgill@alluringindiadestination.com

26. Mukut Hotel & Resorts Pvt. Ltd.

Vikender Rana, Director
Tel: 011-27052700
Email: accounts@mukuthotels.in

27. Pinwheel Travel And Experience (P) Ltd.

Aruna Raghavan, Director
Ghanendra Gupta, Director
Tel: 011-41325016
Email: connect@tne.co.in

28. Aerospace Holidays Pvt. Ltd.

Tanuj Ahuja, Director; Sanchit Ahuja, Director
Tel: 011-49454545
Email: tanuj@packagesworldwide.com

29. Nandadevi Outdoor Leadership School India

N. Ravi Kumar, Director
Tel: 05966-221428
Email: india@nols.edu

30. Meera Samuh Corporate Services Pvt. Ltd.

Gaurav Manav, Managing Director
Tel: 0124-4505600
Email: info@meerasamuh.com

31. Travel Connection

Atul Singh, Proprietor
Tel: 0731-4066990, 2436620
Email: info@travelconnectionindia.com

32. TS Travel Services

Sumati Kataria, Proprietor
Tel: 0124- 4068852
Email: ts Travelservices@consultfortravel.in

33. TS Marketing Services

Shoba Narayanaswamy, Proprietor

Tel: 0124-4062480-81

Email: info@rareindia.com

34. S.A.M. Tours & Travels

Dr. Atul Kumar Singh Parmar
Manjinder Singh, Partner
Tel: 0562-6543949, 4040729
Email: samtoursagra@gmail.com

35. Excursion Holidays Pvt. Ltd.

Nitin Tyagi, Director
Mohit Tyagi, Director
Tel: 0120-6500321
Email: info@excursionholiday.com

36. Eve Travels

Nushad Ahmad, Proprietor
Tel: 9889005574
Email: evetravels@hotmail.com

37. Nice Travels

Shailesh Mehta, Proprietor
Tel: 0260-241301
Email: nicevapi@gmail.com

38. The Kashmir Paradise Tours

Gulam Rasool, Managing Director
Tel: 0194-2461548
Email: Kashmir_paradise@yahoo.com

39. Indian Vistas

Mona Kapoor, Owner & CEO
Tel: 0124-4255066
Email: mona@indianvistas.in

40. Phoenix Holidays

Rajiv Arora, Proprietor
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Email: phoenixholiday@gmail.com

41. Wind Oz

Debashis Chakrobarty, Director
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Email: info@windozslg.com

42. Formula Corporate Solutions India Pvt. Ltd.

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43. Ice Cubes Services

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Tel: 0771-4059300
Email: jaspreet@icecubes.in

44. Global Travel Manager

Harish Baweja, Partner
Bhagwan Dass Grover, Partner
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Email: gtm.ndelhi@hotmail.com

45. DGS Travel House Pvt. Ltd.

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Seema Gupta, Executive Director
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Email: dgupta@dgstravelhouse.com

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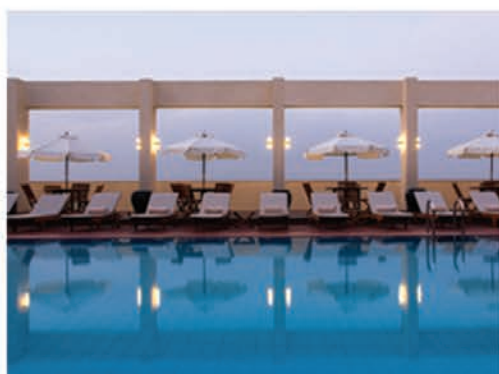
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