

Karpaz Gate Marina: Karpaz Gate Marina Announces 2018 Berthing Benefits

Award-winning marina's unique packages and full-service capabilities are attracting increasing numbers of boat owners to new sailing destination North Cyprus, according to a press release from Saltwater Stone.

Karpaz Gate Marina in North Cyprus has announced its 2018 berthing campaign as it strengthens its status as one of the East Mediterranean's leading full-service facilities.

Celebrating its most successful season since opening six years ago, the Five Gold Anchor-rated TYHA International Marina of the Year 2017 is stepping up its mission to draw more sailors to North Cyprus with a range of unique packages, incentives, and attractive servicing and berthing rates.

Effective from the end of 2017 and for 2018, annual berth-holders who renew their contracts will now be rewarded with a special renewal discount on the published yearly rate.

The marina is also extending a unique and popular package for boat owners offering free haul out, hull wash, anti-fouling application and 14 days hard standing included in the annual price. Alternatively, annual berth holders can choose the option of up to a 40% discount instead of the haul out.*

Additional VIP packages include a Frozen Contract, which offers discounted annual mooring with the right to freeze an annual contract for up to 3 months at one time only during the contract period. Special care, winterising and de-winterising packages are also offered to check equipment and clean exterior and interior areas in the owner's absence.

Deniz Akaltan, Karpaz Gate Marina Harbour Master, said: “We believe our 2018 packages and rates provide outstanding value for money for the full-service capability, stunning location and attention to detail we can offer our berth-holders. We are a one-stop shop for boat owners, with a capable technical service centre, safe and hassle-free mooring, 24/7 security and first-class leisure facilities, all set in an untouched and peaceful location on the Karpaz Peninsula. We are really excited to welcome old friends and new clients to Karpaz Gate Marina next year.”

Available to view now on www.karpazbay.com, the 2018 berthing and services rates offer boat owners exceptional value for money for annual and short-term mooring and technical work throughout the year. In addition, special summer and winter campaign prices are available on request. Before any special campaign discounts, an annual berth at Karpaz Gate Marina for a monohull boat with an LOA of 12m to 14.99m will cost €3,741 with the free haul out option, while a one-year berth for a boat between 15m and 17.99m is priced at €6,880. The marina also offers special rates for catamarans and can safely haul out boats up to 10.5m beam.*

Tax-free Karpaz Gate Marina is ideal as a low cost, long-term base for all yacht owners seeking a safe, secure home for their boat in the East Mediterranean. The marina is also an unmissable destination for a short to medium-term visit for boat owners from nearby Turkey, and for sailors or charter companies cruising in the region who are interested in exploring the beautiful Karpaz Peninsula and other North Cyprus attractions.

In addition, the first modern marina in North Cyprus and official Port of Entry offers a convenient facility for boat owners in the region who require repair or maintenance work to be carried out or who need to fill up with fuel. The boatyard features a 300-ton capacity travel lift and 18,000 square metre dry dock and can execute or organise any scope of

project and specialist work.

Karpaz Gate Marina caters for yachts up to 60m, with leisure facilities including the exceptional Karpaz Gate Marina Beach Club, with 33m infinity pool and watersports centre, and Hemingway's Resto-Bar.

*Terms and Conditions apply. All Berthing Rates are subject to change without prior notice at the discretion of Karpaz Gate Marina.

Photo: *Karpaz Gate Marina in North Cyprus, featuring Beach Club, 300-berth marina and dry dock. Photo from Saltwater Stone.*

Food for thought

M00-ve over porridge and haggis ... Research highlighted by VisitScotland shows that Scottish beef appeals to consumers more than traditional porridge oats, haggis and Scottish salmon, according to a press release.

A topic paper published recently by the national tourism organisation – which pulls together recent food and drink research from a variety of sources to explore the role of food and drink in the visitor experience – shows that Scottish Beef tops a list of Scottish food for its appeal, with 60% of consumers surveyed preferring beef over Scottish salmon (51%), porridge oats (40%), haggis (27%) and berries (27%).*

The research also reveals that almost 6 in 10 consumers (57%) most look forward to having tea at a local café, while 56% said that eating fish and chips outside particularly appealed to them during a holiday. **

And whilst German visitors love a dram while visiting a whisky distillery as part of their trip (50%), Scots are most likely to prefer a good old British picnic (33%) in the great outdoors, whereas Australians favour a good night out (61%) while on holiday in the country.***

The latest topic paper from VisitScotland's Insight Team has been welcomed by industry leaders, including Scotland Food & Drink. Published on www.visitscotland.org the paper uses information from a range of sources to explore the role of food and drink in the visitor experience.

Almost all – 92% of visitors – dine out during a holiday to Scotland and VisitScotland is encouraging tourism businesses to consider food and drink offerings as a way to significantly enhance the visitor experience and make Scotland a destination of choice for quality food and drink.

Other insights include:

87% of UK holiday-goers think that their food and drink experience is important while on holiday.

When on holiday in Scotland, 43% of visitors speak to locals to guide and influence their choice of places to eat out.

Visitors believe that trying local food is an integral part of the visitor experience with 78% agreeing that they like to find out about local food and dishes unique to the destination when on holiday.

55% of visitors to Scotland try local food, while 46% try local drink.

86% of visitors from the US try local food.

With the range of food and drink opportunities available in Scotland, from dining out to visiting a whisky distillery, participating in a local food trail or attending a food and

drink event, satisfaction with food and drink is also high amongst visitors, especially among international visitors.

Malcolm Roughead, VisitScotland Chief Executive said:

“The latest insights from VisitScotland are taken from a range of sources and show, without a doubt, the importance of food and drink to Scottish tourism. Visitors spend around £995million on eating and drinking when they’re on holiday in Scotland.

“Scotland is ideally positioned with its rich natural larder and world famous products like Scottish beef, Scottish salmon, haggis, whisky and gin, cheese and porridge oats, to continue to rise to the challenge and give visitors food and drink experiences to remember.

“Our research shows that our visitors’ experience of food and drink consistently outweighs their expectation but there is a real opportunity for hoteliers, restaurants, cafés and other food operators to provide and clearly promote Scottish food and drink on their menus. This can directly benefit the businesses, as well as pushing our food and drink offering further up the visitor agenda to make Scotland a destination of choice for quality food and drink experiences.

“Food and Drink is an integral part of the visitor experience and, by working together, we can promote the rich and seasonally variable larder and show that Scotland is well placed to excel in the provision of locally sourced, high quality food and drink products for visitors from near and far.”

James Withers, Chief Executive of Scotland Food & Drink, said: “Food and drink is a real jewel in Scotland’s crown and this research highlights the growing importance of food and drink to our tourism offer and experience.

“Scottish food and drink is increasingly showcased around the

world, from top bars in New York to high-end restaurants in Hong Kong. Yet, despite great progress over recent years, more can still be done to embrace Scottish produce at home and celebrate what is produced on our doorstep. We want visitors, no matter what part of Scotland they visit or where they come from, to get the opportunity to enjoy our amazing local produce.

“We are working closely with VisitScotland and the Scottish Tourism Alliance to develop a National Food Tourism Plan for Scotland, to cement Scotland’s place on the global culinary map. Doing that will boost the fortunes of both our food & drink and tourism industries, whose futures are more closely linked than ever.”

The VisitScotland Taste Our Best accreditation scheme recognises and celebrates businesses who provide locally sourced, quality food and drink. More than 1,000 accommodation providers, visitor attractions as well as restaurants, cafés and takeaways across Scotland already belong to the programme across Scotland.

Launched in September 2013, Taste Our Best is a joint initiative between the national tourism organisation and the Scottish Government. Assessors rate the overall eating experience, the extent to which Scottish produce is used and promoted, and staff knowledge of the produce on the menu and its provenance.

* YouGov UK omnibus for VisitScotland, 2014

** YouGov UK omnibus for VisitScotland, 2014

*** Scotland Visitor Survey 2015/2016

Photo: Scottish Beef tops a list of Scottish food for its appeal. *Photographer: Kenny Lam.*

HSMAI Region Europe partners new initiative: The Hospitable Cities

In London on Friday 7 April 2017 EP (Entrepreneurs Innovation Centre (EP-IC) and eHotelier are welcoming leaders to share their experiences and thoughts on the factors that create an hospitable destination.

The aim of the day is to create an interactive forum to debate and discuss how cities can change and the role that hospitality can play in that change.

More and more people are traveling globally and cities are facing challenges. Therefore the way cities address these challenges evolve, and how they welcome their visitors is becoming increasingly important.

Hospitality has a central role to play in the economies and success of cities – so how can we work together to offer the best levels of service against this difficult backdrop.

There is real change in the air and there are many cities and countries working on new methods and ways of improving both tourism and the way they interact with visitors.

The summit is for real change in hospitality and to explore what we need to do for the future.



The event will be hosted at Nomura Bank in the City of London and broadcasted live to over 20 hotel schools around the world. HSMIAI Region Europe now becomes a partner for the new initiative, The Hospitable Cities. At this same event HSMIAI will for the first time hand out [the European Service Awards](#).

The event is limited to 250 senior industry stakeholders from the four key sectors of destinations, operators, suppliers and educators.

The event format will be highly interactive through engaging international keynote speakers, facilitated leadership workshops, networking sessions and leadership panel sessions, to create genuine areas of discussion and material, actionable insights.

Speakers have been selected specifically, based on their leadership influence on destination management around the world, including Africa, London itself, Europe, Dubai, Canada and Australia.

We are delighted to welcome students from International Hotel Schools to present their thoughts and ideas on the day as well as students from 20 invited schools via a live video feed.

The updated programme will be uploaded soon.

Photo: The Hospitable Cities 2017, to be held i London on 7 April. Digital photo processing: Jarle Petterson/HSMAT.

SAS and Apollo sign SEK 900 mill agreement

SAS and Apollo are extending their cooperation on charter flights and have signed an agreement for the 2016 summer season worth around MSEK 900. As a result, SAS will be flying Apollo's customers from 18 locations in Sweden, Norway, and Denmark to 28 destinations across Europe, according to a press release issued by the SAS Group.

SAS and Apollo have been in partnership for about 15 years and once again Apollo has chosen SAS as its partner for a large proportion of its charter flights from Scandinavia during the 2016 summer season.

"We are very pleased that Apollo has once again chosen SAS as its flight partner. With our large fleet, we offer a good, reliable product that our nearly 30 million customers benefit from each year. We look forward to continuing to welcome Apollo's customers on board our aircraft next year," says Annelie Nässén, Vice President Global Sales, SAS.

Apollo has chosen SAS as their main external flight partner to complement their own airline, Novair. Thanks to SAS's flexible fleet, Apollo is able to offer direct flights both from major cities and from regional airports in Sweden, Norway, and Denmark.

"We have enjoyed a long and successful cooperation with SAS and we know that they deliver a high-quality product with good

punctuality, which is important in our offer to Apollo's customers. Our partnership with SAS also gives us a great deal of flexibility, which is something we value highly," says Leif Vase Larsen, CEO of Apollo Travel Group.

The agreement between SAS and Apollo covers flights from 18 cities in Scandinavia to 28 destinations in Europe.

Photo: A Boeing 737 SAS aircraft (photograph from the SAS Group).

eHotelier VP Matthew Stephens: Hospitality industry safely back on track

Only last month HSMIAI Europe entered into a partnership with the world-renowned travel and hospitality news outlet eHotelier, in order to support professional development within the industry.

"We are delighted to work with eHotelier, one of the leading web portals for hoteliers, hospitality, catering and culinary professionals, for the benefits for our members," Ingunn Hofseth, CEO and President of HSMIAI Europe, said at the time – and with good reason.

eHotelier is the "Global Portal for Hospitality Professionals" serving over 70,000 members from 196 countries. In addition to the daily newsletter, the eHotelier Academy provides online education including over 130 courses, 15 professional certifications as well as an extensive library of professional reference books, white papers and digital publications. The

eHotelier Jobs channel, Event, Education, Supplier and Association directories provide a valuable B2B platform connecting buyers and sellers globally. Remain ahead of industry trends, collaborate with fellow professionals from around the world and gain access to a vast array of online learning materials.

Headquartered in Australia's New South Wales, our below interview with eHotelier's VP Matthew Stephens has been carried out via email.

Q: Launched in the middle of a time usually referred to as the dot-com era, eHotelier's continued existence wasn't a given, once the bubble burst, only a year after its launch. Yet eHotelier has since managed to amass more than 70,000 members in nearly 200 countries across the world. What, in your opinion, is the key to the success?

A: eHotelier has published a free daily industry newsletter since 1999. Our editorial team focus on publishing articles of value to our members, in particular through the Insights channel. Our editorial associates provide unique views from around the globe, covering all aspects of hospitality ownership, management and operations.

Last year we began a new journey reinventing eHotelier from a valued source of industry news, to the global portal for hospitality professionals. News and insights remain a valued channel of the eHotelier portal, however eHotelier now also provides professional career development through online learning including over 130 courses, a library of professional resources including Books, eBooks and white papers. We will soon be adding video and webinar content as well as executive development opportunities.

For some time social media has provided a new and valuable way of connecting and remaining in touch with industry trends. We believe that business is conducted between people, requiring

trust, respect and communication. While making the initial connection is possible through technology, we feel that personal contact is becoming increasingly important in building strong business relationships. eHotelier are committed to supporting hospitality industry events globally and now providing a central locations for online registration for members.

Q: Most of the world's hospitality industry was severely hit by last decade's international credit crunch, but somehow managed to pull through. How would you assess the current financial situation's impact on the industry?

A: From our perspective many geographic regions have now fully recovered to equal if not more profitable economic environments than prior to the GFC. It would appear that the unsettled conditions forced a rationalisation within many sectors, and required many business to reassess the efficiencies of their operations in order to remain profitable. Those businesses that have retained the operational efficiencies will be most resilient to any current and future economic pressures.

Q: In what way may institutions such as your own contribute to further and develop the industry's viability?

A: eHotelier provides a portal for collaboration between industry professionals as well as delivering professional development. In our opinion professional development is key at all levels of industry. We support hotel schools and their engagement with industry through our partnership with EUHOFA, ensuring our young professionals are retained in the industry and continue their career development.

We support the development of aspiring leaders through online continued education and collaboration, as well as bringing together industry experts to discuss the challenges. Our partnerships with industry events around the world supports

the ongoing educating and collaboration of professionals on innovations, trends and insights.

We value our partnerships with expert organisations including HSMIAI, Le Clefs d'Or, SKAL and HOSPA, bringing the experts in these specialist areas together to share their wisdom for the betterment of the industry.

Q: Could you please share some information on the bumpy road's impact on eHotelier's own development, and how you have met the challenges, as they arose?

A: In business we constantly face changes through the economy, technology innovations, changes in legislation and social changes. eHotelier has remained faithful to delivering valuable insights to the industry's professionals and now entering a new phase aimed at providing professional career development at all levels in the industry, through partnerships and collaboration.

Q: Where do you see the hospitality industry – and eHotelier – in ten year's time?

A: There is no doubt over the next 10 years we will see change in global and local economies, technology, political environments and social changes. We believe that collaboration and cooperation with those who we may once have considered competitors will be important to success. We see hotel companies cooperating to maximise efficiencies and leverage economies of scale as well as in providing additional services to customers. Disruptive innovations may continue to provide new offers to customers and those who can navigate these changing environments while remaining true to their values will continue to succeed.

Photo: *Matthew Stephens, Vice President, eHotelier.com (photograph from eHotelier).*

Cape Town named best destination

[TripAdvisor®](#), the world's largest travel site, announced the winners of its 2011 Travelers' Choice® Destinations awards this week. In its third year of the awards, TripAdvisor has honoured 337 outstanding destinations across the globe. In addition to the top 25 in the world overall, top 25 lists have been named for the United States, Europe, the Caribbean & Mexico, Central & South America, Asia, India, South Pacific, Canada, Africa, United Kingdom, France, Italy, Germany and Spain.

Travelers' Choice Destinations awards honour top travel spots worldwide based on millions of real and unbiased opinions from TripAdvisor travelers. Award winners were determined based on a combination of travelers' favourite places and overall destination popularity.

"Millions of TripAdvisor travelers around the globe have helped identify the world's top travel spots," said Barbara Messing, chief marketing officer for TripAdvisor. "The Travelers' Choice Destinations awards not only recognise some of the most beloved travel destinations worldwide, but serve as inspiration for millions of travelers looking to plan their next trip."

2011 Travelers' Choice World Destinations:

1. [Cape Town](#), South Africa
2. [Sydney](#), Australia
3. [Machu Picchu](#), Peru
4. [Paris](#), France
5. [Rio de Janeiro](#), Brazil

6. [New York City](#), United States
7. [Rome](#), Italy
8. [London](#), United Kingdom
9. [Barcelona](#), Spain
10. [Hong Kong](#), China

For the complete 2011 Travelers' Choice Destinations lists, sponsored by Audi, go to www.tripadvisor.com/TCDestinations.

Photo: Cape Town. Photographer: PRNewsFoto/TripAdvisor

Barceló chief sees dismal summer

MADRID – Spain's tourist outlook for the summer is dismal with sales dropping between five and ten percent as vacationers cut back on spending and the length of hotel stays, predicted Simón Pedro Barceló, president of Barceló Corporación Empresarial hotel and travel group.

"This year is going to be very difficult as we've already seen from the 20-percent fall in industry sales during the first four months of the year, which was the low season," Barceló said at an economic conference in the Spanish capital.

[Read more at HotelNewsNow.com](http://HotelNewsNow.com)