



destinations UNLIMITED Newsletter and Brochure - Winter 2008
Celebrating 20 years of DMC Representation!

Next year, **destinations UNLIMITED** celebrates its 20th Anniversary; and how things have changed in this ever-expanding industry! It doesn't seem all that long ago that we were one of only a few DMC Representation Companies in the UK. The only thing that remains unchanged is our continual aim to put you in touch with the highest level of Worldwide Destination Management Companies, as well as provide the quality & level of service needed to meet the demands of today's meeting & event planners. To help us move forward, we have recently expanded the dU team by appointing John Coldicott (pictured right) as Operations & Sales Executive. John completed a course in Travel & Tourism before joining us.



On the last page of our newsletter you will find a reminder of our DMC Criteria and our Enquiry Management System, which has proved to be highly beneficial for an ever-increasing number of organisers over 2007/2008.




destinations UNLIMITED Workshop - We will be hosting our bi-annual Workshop on the 9th & 10th July 2009 in Dublin along with our DMC - **Wallace Travel Group** at the Westbury Hotel. The event will consist of two half-days of appointments with the following DMCs: (**Austria, Belgium, Denmark, Paris, Southern France, Berlin, Munich, Holland, India, Ireland, Israel, Malta, Morocco, Poland, Portugal, South America, South Africa, Spain, Sweden, Switzerland, Tunisia, Turkey, Boston, California, New York**) and a fun, informal evening of whisky tasting and good Irish entertainment. If you are interested in attending please contact **Danielle Fraser** - danielle@dudmc.com



IMEX Exhibition - It's that time already! We will once again be hosting 3 separate groups to IMEX from Ireland and both the North & South of England. If you would like to register with our group for next May please contact Natalie Jenkins - natalie@dudmc.com

SOUTH AFRICA - DMC GREENER THAN EVER!



Green Tribe is Green Route's newly launched social responsibility & community development initiative. The rollout of this division within Green Route will pick up steam in the coming months and will soon start to reflect in all areas of our operations. To kick-start the initiative, Green Route has recently undertaken an environmental audit of their head office in Cape Town. The purpose of the audit was three-fold: to ensure that the Green Route offices are run in a more sustainable manner, to focus on ways to reduce our carbon footprint and to take our concern for the environment one step further. Keep an eye on their new website for future developments, both on the green-front and in terms of their community development projects.

CSR SAMPLE PROGRAMMES AND IDEAS



We endeavour to provide you with a mixture of destination information and sample programmes, demonstrating what is on offer from our DMCs and for assistance with those ever frequent last-minute enquiries.

In particular we have focused on our CSR Programmes, which detail our DMCs commitment in providing more responsible, sustainable and carbon-free itineraries.

For further details please visit:
www.dudmc.com/Info-Pages/dU-CSR-Programmes.aspx

ISRAEL - RECENT EDUCATIONAL TRIP TO THE DEAD SEA & JERUSALEM



We recently hosted a fantastic educational with our DMC - Eshet Incentives & Conferences. This included a visit to Tel Aviv, the Dead Sea, Massada, Eilat & Jerusalem. Below we have also included ideas to add to any programme when operating a group in Israel. With fantastic weather, great food & excellent modern hotels, these are just some of the reasons to choose Israel and Eshet Incentives and Conferences as an exciting Incentive and Meeting Destination.

A Timeless Welcome at the Dead Sea... Upon arrival the guests will experience a short camel ride and taste pitta bread, freshly baked by a Bedouin woman over an open fire. Musicians will entertain the guests, who can receive their own costumes. Dinner is served in a Bedouin tent, decorated with carpets, rugs, straw mats, mattresses and brass vessels. A traditional ceremony of washing hands with rose water takes place while a storyteller recalls the legends of the desert people. Guests are seated on mattresses around low tables and a meal is served on large platters. Middle-Eastern music will add to the ambience and after the main dish, a group of dancers perform the Debka Dance, which is both powerful and impressive. The finale to the Feast will be a show with oriental belly dancers, who explain the movements of their fascinating dance.



Jerusalem - Where History is told by its walls... This signature event recreates 4,000 years of Jerusalem's History. Costumed guests are guided on their journey by colourful figures, fortune tellers and Prophets. The event ends with the group reciting the "Oath of Pilgrims to Jerusalem". *A once in a lifetime experience!*

WHAT'S NEW IN MOROCCO?



The newly extended **Marrakech International Airport** is fully operational, including coffee shops, boutiques and even a miniature Djemaa El Fna Square

La Mamounia Hotel has delayed its reopening; possibly until early 2009, due to delays in the completion of the 1,500 m² Spa.

Sidi Ghanem - the former "industrial" quarter of Marrakech is now more than ever worth a visit. Many fashion and interior designers have located their workshops and showrooms there and the latest trends in world decoration originate from this area.

MAGICAL KENYA



Kenya is again seeing a good upturn in visitor numbers after a slow start this year.

The Greatest Show on Earth: the Maasai Mara - Serengeti Wildebeest migration has been spectacular, with many, many crossings. The sight of over a million wildebeest moving across the plains, followed by a couple of hundred thousand zebras is something to behold!

The BBC 'Big Cat Diary' crew have been back in the Maasai Mara again, filming the latest series of this very popular award-winning programme. Millions of viewers all over the world follow the lives of these predators year after year.

With the increasing global awareness of conservation issues and eco-tourism, **DESTINATION KENYA** is supporting many developments in this area.

NEW MANAGEMENT - SUNAZUR



France - South:

Sunazur, founded 20 years ago, is under new management, as Martine Antier has now retired. Frédéric Pesquier is now managing the company.

Conference News: The Congress Expo-Centre will open in autumn 2009 in Mandelieu and will comprise of:

- ◆ 5000 m² of meeting space
- ◆ 1 multi-purpose room with slide partitions - 1,700 m²
- ◆ 1 auditorium - 1100 m² / 1000 seats
- ◆ 1 lobby of 800 m²
- ◆ 8 break-out rooms: 20 - 60 seats



du VE-NEWS



St. Lucia's newest exclusive luxury resort, Cap Maison, is scheduled to open early 2009. The property (at the former Sugar Plantation site) will offer discerning guests a choice of 50 fabulous oversized rooms & villa suites with an exceptional al fresco design - a totally new approach to 5-star West Indian hotels.



Denmark - The Copenhagen Congress Centre - Bella Centre and the City of Copenhagen are looking to establish a multi-functional arena. The Copenhagen Dome will be able to house indoor sports events, cultural activities and concerts. The goal is to have the Dome operational in time for the 121st IOC Session and the XIII Olympic Congress opening on October 1st 2009.

The Arp-Hansen Hotel Group and Tivoli Gardens have entered an agreement to develop a themed Tivoli Hotel and Tivoli Congress Centre, close to the Copenhagen waterfront. Work has already commenced and the plans include a 400 room hotel and congress facilities that can accommodate 2,500 delegates. If everything proceeds on schedule, the hotel and congress facilities will open in the final quarter of 2010.



Austria - The hotel boom in Vienna continues with six new conference hotels open since mid-2007, a new 196-room 4-star hotel in the old town opening in December & projects planned for 2009 / 2010, including a Shangri-La on the Ringstrasse.

Since Euro 2008, the infrastructure of the city has been further improved, including a direct underground link to the Messe Congress Centre. In addition the area around the Giant Ferris Wheel has been completely redesigned to include a first class restaurant and separate, versatile event location, along with the unique opportunity to "fly" above Vienna!



Belgium - Ovation Belgium is eagerly waiting for the 'SQUARE' to open its doors in 2009. This is the new name of the renovated Brussels Convention Centre, built in 1958 during the Brussels World Exposition.

This initiative will bring new convention business to the city; the grand re-opening will take place on 20/09/2009 at 20.00h. Special attention is paid to multimedia, environmentally-friendliness and safety. The room capacity has doubled, with auditoria seating for 1200, 500 & 300 people, a hall of 4,000 m² and a large number of modular rooms with natural daylight. An impressive glass entry hall will be built in the Albertina Park.



Berlin - The O2 World Arena opened its doors on 12th September 2008. It is the latest and one of the largest sport and concert locations in Berlin with seating for 17,000; even the Brandenburg Gate would fit into this building! Its very own landing pier across the street is a highlight of this construction, which could be perfectly used for exclusive events; within the building there are 59 Event Suites or Entertainment Suites available to rent. The arena is located in the trendy district of Friedrichshain in the former eastern part of Berlin and was constructed with the most up-to-date expertise in energy savings and environmental protection.



Budapest continues to go from strength to strength as a conference destination, offering a great variety of hotels, locations and activities. A newly opened restaurant on the main street "Vaci Utca" is an additional attraction for

organisers of larger groups, offering space for 250 pax in two sections and giving guests a first class Hungarian experience.

For smaller groups, the new boutique hotel, "Soho" with its 68 rooms has just opened and considers itself "the seventh sense of Budapest". The conference room for up to 120 pax will be ready in 2009 and free internet access is offered throughout.



SWITZERLAND - THE PEAK DESTINATION



Switzerland has much more to offer than just chocolate, mountains & cheese!

Pamper yourself and enjoy this beautiful country, where high peaks & immaculate lakes exist in perfect harmony alongside modern technology. Our cities and resorts can be easily reached from all over the world; we will bring you from palm trees to glaciers within 40 minutes. Enjoy our legendary railway system, discover our high standards of hospitality, experience our wide range of possibilities for activities and social programmes, taste our cuisine, learn about our history and traditions while meeting the locals; most of all, be part of it! Five languages, three cultures, two offices, one country....welcome to Switzerland!



PRAGUE - GASTRONOMICAL EXPERIENCES



A unique, gastronomical complex at VILLA RICHTER RESTAURANT:

3 diverse restaurants are located at one of the oldest vineyards in Bohemia. The rural atmosphere of the vineyard offers unique and unrivaled experiences to its visitors. The complex at the Prague Castle, which includes the St. Wenceslas' Vineyard and the Villa Richter is, for the first time in history, opening up to the public and will offer its visitors unique and undisturbed panoramas of the Old town, Lesser Town & Villa Belvedere.



Not-To-Be-Missed Events in Prague

November 22nd – 23rd 2008: Saturdays and Sundays

Beaujolais Nouveau - French cuisine spéciale

November 29th – December 28th 2008: Saturdays and Sundays

Christmas marketplace at St. Wenceslas' Vineyard - with nativity scene and traditional old Czech crafts.


PARIS - 2 NEW OUTSTANDING VENUES



The new star of the Paris contemporary art scene is the **Centquatre at 104 Rue d'Aubervilliers**. This is a worth a visit, if only to gaze in wonder at the renovated shell of the former 'Pompes Funèbres'. Now the building, which dates back to 1874, is vast and airy with a glass ceiling that lets the light flood in. Artists come to work and exhibit in this space of 29,000 m², which has been devoted entirely to cutting edge, contemporary art.

A monumental building has just been restored in Paris - the **Collège des Bernardins**. After five years of restoration it opened to the public on the 4th September. The College dates back to 1248 and is an outstanding example of Cistercian architecture. Beneath the new roof there are two auditoriums and in the cellar a number of smaller auditoriums and conference rooms; some of which may be hired for meetings and events.

ITALY - MAKING DREAMS COME TRUE

 **Intercontinental Travel Company** The phenomenal history of Italy is being enhanced by great changes happening daily throughout the country. From the opening of deluxe hotels, such as the Hilton Molino Stucky in Venice and the grand Four Seasons in Florence, to the new high-speed train connecting Naples and Florence, Italy is a fantastic destination for groups and individuals.

For more information on the latest news in this amazing destination and to read about our Partner in Italy, please visit www.interctravel.com/news.php Italy awaits and ITC is ready to make your dreams come true!



POLAND - SPECIAL OFFER!



HILTON WARSAW HOTEL & CONVENTION CENTRE and **MAZURKAS TRAVEL DMC POLAND** are excited to present an offer you won't be able to resist...



Book an incentive group to take place between November 1st 2008 – December 31st 2009.

Dates	Room type	Single rate	Double rate
1.11.2008 – 31.03.2009	Hilton Guest Room	100.00 EUR	110.00 EUR
1.04 – 30.06.2009	Hilton Guest Room	110.00 EUR	120.00 EUR
1.07 – 31.08.2009	Hilton Guest Room	80.00 EUR	90.00 EUR
1.09 – 31.12.2009	Hilton Guest Room	110.00 EUR	120.00 EUR

These rates apply to weekend groups arriving **Thursday** and departing on **Sunday**, based on season and availability. All rates are per day, inclusive of breakfast & **exclusive of VAT**.

We would be pleased to offer the following for Groups:

Briefing Room: On request, free of charge & upon availability.

Complimentary Rooms: 1 room per 20 booked (per night).

Upgrades: 2 upgrades per 20 rooms booked (per night) to DELUXE or EXECUTIVE rooms (upon availability).

Comp. Welcome Drink & Happy hour: 50% off each eve, 7-9pm.

SPA THALGO treatments: Discounted rates, upon request.

In case of a date pattern change e.g. arrival on Friday and departure on Monday we would be pleased to offer a 10 % discount of the above listed rates. The confirmation of rooms booking with these rates would be based on the availability of the Hotel.

PORTUGAL - SPECIAL OFFER!



3 nights in Lisbon from only 654 Euros
Valid Nov 2008 to Nov 2009
Minimum 40 persons.

- ◆ 3 nights accommodation at the Lisboa Sheraton Hotel, based on double occupancy.
- ◆ Full American buffet breakfast daily.
- ◆ Transfer from Lisbon's Portela de Sacavem airport to hotel.
- ◆ 3-hour city sightseeing tour of Lisbon.
- ◆ Welcome drink & dinner. Full day tour to Queluz, Sintra, Cascais and Estoril with lunch.
- ◆ Evening at the renowned - Sr. Vinho Restaurant.
- ◆ Farewell drink & dinner.
- ◆ Transfer departure.
- ◆ All taxes and service charge.

For more details on our DMCs Special Offers please visit:

www.dudmc.com/Info-Pages/DMC-Special-Offers.aspx

WHY INDIA?



Cox & Kings holds pride of place as the world's longest established travel company. Our journey began when Cox & Kings was appointed as general agents to the regiment of Foot Guards in India. Today,

more than 250 years later, Cox & Kings is the 'Destination Management Company of Choice' in India and a specialist in the MICE Market. Cox & Kings offers a comprehensive range of conference arrangements, pertaining to every aspect of travel and to suit every budget.

Why opt for India as an Incentive Destination? Where else in the world would you be greeted at a hotel with elephants and camels (a replica of the welcome reserved for Maharajas and Maharanis of the past), view the Taj Mahal at sunset, enjoy special royal welcomes, gala theme evenings, camel safaris in the desert, luxurious accommodation & entertaining cultural shows, dining with royalty and much much more?

USA - WASHINGTON: COMING IN FROM THE COLD WAR



CSI has been awarded the International Special Events Society's Esprit Award for Best Corporate Event of 2008!

CSI's award winning team, led by Kelley Gillespie, organised a 4-day incentive trip, worthy of the best covert operatives. A cruise on the USS Sequoia Presidential Yacht, tour of the Watergate Break-in Suite, a Whitehouse State Dinner at the Hay Adams Hotel and dinner at the National Air & Space Museum on the anniversary of the Sputnik launch! The event also won the Washington DC ISES Capital Award for Best Corporate Event!

USA- NEW YORK: TRANSFERS WITH A DIFFERENCE

Expect the unexpected: Manhattan Passport offers innovative and unexpected ways to transform that boring airport transfer into an unforgettable ride.

MANHATTAN PASSPORT

From JFK to the Water Taxi Beach: It's hard to imagine, but there is a beach on Manhattan's East River (open from May to October.) No detour is necessary from JFK, for the literal and figurative first bite of the Big Apple. Why not (schedule permitting) float across the river on a fun, yellow New York water taxi, meeting the coach in Manhattan for a quick transfer to the hotel? For large groups, we recommend a charter and tour around the tip of the island to a pier on the Hudson. These alternative transfers will allow stunning views of the United Nations, Chrysler & Empire State Buildings as well as many other NY icons.

From EWR to Ellis Island: Minutes from EWR is the New Jersey landing for the ferry to Ellis Island. Once through security the 15 minute ferry ride stops at the very same pier that 13 million immigrants passed through in the first half of the 20th century. Ellis Island is impressive and glorious and the photographs and exhibits provide an excellent introduction to this 'city of newcomers'. From a simple hot dog and beer to a more elaborate picnic on the grounds - anything is possible. Depart Ellis on the ferry to Manhattan and enjoy a close-up of 'Lady Liberty' and the full sweep of the skyline at dusk. From the landing at Battery Park, it's in easy reach of the subway or awaiting coaches.

ACTIVITIES & EVENTS IN MUNICH



Gala Dinner among the Oldtimers!

Why not enjoy your Gala Dinner in style, surrounded by great oldtimer cars - **30 - 120 pax.**

Summer - Little Oktoberfest ...

Location: Private farm - **50 to 400 pax.**

Various winter programmes are available in or near to skiing resorts...

Activities offered: Snow tubes, quads bikes, husky training, ice carving & bavarian curling.

2010 Oberammergau Passion Play near Munich

Tickets and arrangements now available.

Zeppelin flights available in Munich

25th April 2009 to 3rd May 2009.

MANAGING YOUR ENQUIRY

If you send your enquiry via www.dudmc.com your brief will go directly to the relevant DMC, and, **destinations UNLIMITED** will also be copied in. In addition you may also send any enquiries to info@dudmc.com or a member of the **du** team at their individual email address (see brochure). Both methods enable us to follow-up with the DMC on your behalf and help us ensure that your enquiry is being dealt with in a timely manner. Approximately 1 week later we will follow-up with you, to check that the DMC has been in touch & find out how your enquiry is progressing etc.

We are constantly evaluating our DMCs through the above enquiry system and any new DMCs who wish to be part of our portfolio must fulfil our strict criteria. We carefully monitor all new DMCs for 6-12 months before they become an **Elite destinations UNLIMITED Partner** through the DMCS Worldwide Section on our website (link situated below left).

dU IMAGE GALLERY

Need pictures for your presentation?

Download photos from the **dU Image Gallery** at www.dudmc.com/Info-Pages/ImageBank/

DMCS WORLDWIDE

We are constantly sourcing new DMCs; if we do not have an Elite Partner in our Portfolio please visit the DMCs Worldwide Section on our website.

www.dudmc.com/DMCs-Worldwide/DMCs-Worldwide.aspx

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OUR ELITE PARTNER DMC CRITERIA

- ◆ We keep at least two UK client references for each DMC.
- ◆ All DMCs have liability insurance (dU aims to hold all info in-house).
- ◆ We check bank references or audited accounts for each DMC.
- ◆ **dU** DMCs must be established for at least 5 years.
- ◆ Proposals must be sent within **72 hours** unless delay advised early on.

MESSAGE OF THANKS FROM THE dU TEAM

I hope you have found the information in this newsletter useful; I would like to take this opportunity to thank you for your continuing support and may I finish by wishing you a very Merry Christmas and a prosperous New Year.

Everyone at **destinations UNLIMITED** is happy to help in any way. Please do not hesitate to contact us should you have any feedback or comments on our services or those of our represented DMCs.



Kind Regards

Nikki Mitchell

