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**International Association of Travel and Tourism Professionals** Founded 1934 Issue 242 July / September 2010



7-12 October 2010

Australia Linking the World Downunder













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### **MESSAGE FROM THE PRESIDENT**

### **MOVING FORWARD**



#### Dear Skålleagues,

Your President, but primarily your Nik, is still – just as you are, I am sure – shaken by the unexpected departure of our dear Secretary General, Jim. But as managers we must, together with your help, look to the future and make brave and quality decisions in the best interests of Skål International.

On 14 June 2010 the Executive Committee took the decision that Yvonne Mansell would replace Jim Power as Acting Secretary General until the appointment of a new Secretary General and Daniel Cervera would replace Jim Power as Congress Director. All others members of staff at the General Secretariat will continue in their present functions.

To ensure the smooth transition at the Secretariat I, as President, had a meeting in Zagreb on 19 June 2010 with Karine Coulanges and Bent Hadler representing the Executive Committee and International Council respectively and the Secretariat represented by Yvonne Mansell, Daniel

Cervera and Yolanda Sánchez. To save the costs I only invited the European Executive Committee members. Hotel and transfer costs were sponsored by Croatian Convention and Incentive Bureau.

Of the numerous activities that are carried out I would like to particularly highlight the successful performance of Skål International at the most significant trade show, IMEX in Frankfurt, from 25 to 27 May, where your President received the prestigious "Academy Award" and where, during the very well-organised Skål International Frankfurt am Main dinner, the President presented €20,000 to the SOS Children's Village Haiti Fund.

It should also be mentioned that the task force repositioning of Skål material is currently being discussed in Clubs and we expect quality suggestions and proposals.

Over the period since the last issue, I have visited Switzerland, Ireland and Austria.

1. From 17 to 20 March, I participated in the Swiss National Committee meeting in Lausanne. Almost all Swiss Clubs attended the Assembly, which was successfully led by President Martin Vogt. In his speech, he commented positively on the activities of Skål International, and expressed his desire for Switzerland to participate in the principles of the well-accepted presidential theme, "Living the true spirit of Skål". In my speech, I emphasised how important Switzerland is within Skål International and thanked them for the early payment of dues to Skål International.



2. While staying in Ireland from 25 to 29 March, I attended the National Committee Assembly in Cork and I met with Skålleagues in Dublin. For the delegates, the hosts organised a quality and well-balanced program, presided over by the then President, Geraldine Rosney. I am especially pleased that my good friends Honorary President Michael O'Flynn, Past President Mary Bennett and President of Skål International UK John Bright participated in the programme. Nora Cronin was elected the new President of the National Committee of the Republic of Ireland.



3. From 16 to 18 April, I took part in the - as I call them - Skål days of Austria, which include several events. On 16 April, the Alpe Adria meeting was organised with the goal of connecting Skålleagues from Austria, Croatia, Italy and Slovenia. I took part in the session of the Austrian National Committee, where the successful work of clubs was analysed and future activities were planned. Present were: Heinz Günter Risska, president of Skål International Austria, Sylvia Liebisch, General Secretary & Skål International Councillor-Austria, Otto Wanker President of SI Kärnten, Mario Rehulka, Past president Skål International Austria, Peter Nedomansky, past Councillor, Birger Bäckman, past president Skål International, Martin Vogt Skål president Switzarland. The crowning event was the Skål Austria Awards, held in the prestigious casino Velden. This event is an excellent example of how to affirm and promote Skål International, both nationally and internationally. This year's winner of the Skål Austria Awards was the well-known skier and Olympic medal winner Franz Klammer.



**4.** It is with great satisfaction that I can inform you of my visit to Bucharest from 30 June to 2 July. This relatively young Skål country is experiencing dynamic growth and quality Skål life in two Skål clubs in Bucharest and Sibiu.



Our host President Michele Meoni, Past and Honorary President Antoni Kuhnen, Javier García del Valle and the Romanian Skålleagues prepared a very intensive and productive programme which, among other things, included a meeting with the State Secretary for Tourism, Sorin Munteanu, a tour of Bucharest congress and tourist capacities and a luncheon with the Romanian Skålleagues.

The establishment of the two new Skål clubs was announced, and the Romanian delegation will probably present them at the Sydney World Congress.

At the end of my visit, I met with Ruxanda Luciana Brutaru, CEO of the national company Tarom, which offers substantial support to Skål International Romania. Special emphasis was given to their readiness to engage themselves in Bucharest's candidature to host the 2011 Mid-Year Meeting of the Skål International Council.



**5.** Paris, 6 – 12 July 2010. During my mandate as President, a visit to France and Paris, the city where Skål International was founded, had been one of the priorities.

Skål International in France has been facing a decline in the number of clubs and members over the last couple of years. All this has resulted in leadership changes in the French National Committee and Clubs.

New people have brought a new, positive wind, ideas and an action plan all of which I, as President, discussed with the representatives of the Skål International France and the Clubs of La Rochelle-Atlantique and Paris at meetings held between 6 and 12 July 2010. The great professionalism and enthusiasm of these Skålleagues will ensure realisation of the objectives set which are a powerful Skål France and strong French Skål clubs with quality members.

During my visit I participated in the twinning of the Skål International Philadelphia and Paris.

On 12 July 2010 I met with Mr. Alp Aksoy to discuss future cooperation between Skål and Diversey regarding active participation in the development of world tourism.



A special thanks for the excellent organisation of my visit goes to Karine Coulanges, Skål International Director of P.R. and Communications; Véronique Eerebout, President of Skål International France; Gérard Daniel, President of Skål International Paris; Vitalina Le Feuvre, Secretary of Skål International France; Irene Geay, Vice President Skål International France; Willy Libert, General Manager of Renaissance Paris Hotel la Défense Albert Danan, President Skål International Grenoble and Vice President Skål International France; Philippe Mugnier, Interface Tourism.

All these events received extensive media coverage.

**Skål International President Nik Racic** 

### **CALENDAR TRADE FAIRS**

#### SEPTEMBER 2010

08-10	La Cumbre
	San Juan, Puerto Rico
	www.lacumbre.com
13-15	THETRADESHOW 2010
	Las Vegas, Etats-Unis/USA/EEUU
	www.thetradeshow.org
14-17	PATA Travel Mart
	Hangzhou, Chine/China
	www.pata.org
16-19	FIFE
	Guayaquil, Equateur/Ecuador
	and the same

www.fite.info **21-24 Top Resa** Paris, France /Francia www.topresa.com

WTM - 8-11 November - Excel, London

#### OCTOBER 2010

1-3	ASIAN HOSPITALITY & TRAVEL SHOW Phuket, Thailand/Thaïlande/Tailandia
13-14	IT-ME 2010
	Chicago, Etats-Unis/USA/EEUU www.motivationshow.com
13-15	C.I.S. TRAVEL MARKET
	St. Petersburg, Russie/Russia/Rusia www.biztradeshows.com
20-22	ABAV
2022	Rio de Janeiro, Brazil, Brasil
10.01	www.feiradasamericas.com.br
18-21	PHILOXENIA Thessaloniki, Grèce/Greece/Grecia
	www.philoxenia.travel

EIBTM - 30 Nov- 2 Dec - Barcelona, Spain

#### FLORIMOND VOLCKAERT FUND

#### How does it work?

If a Skålleague is in need of help, an application should be sent to the three Trustees. They will assess the request and quickly come to a decision as to the form the assistance will take.

#### Funds can be sent directly to the: Florimond Volckaert Fund

Banco Bilbao Vizcaya - Plaza Costa del Sol 9, 29620 Torremolinos, Spain

U.S.\$ Account No. 0182.0481.62.201121003.9 Swift. BBVAESMM IBAN ES89 0182 0481 6220 1121 0039 EURO. Account No. 0182.0481.65.0011510764 Swift. BBVAESMM IBAN ES94 0182 0481 6500 1151 0764

All information can be found at: www.skalnet20.skal.org/florimond\_volckaert



#### PREPARING FOR SYDNEY

International President Nik Racic sent the following letter to the Presidents of Clubs and National and Area Committees, Honorary and Past-Presidents, the Executive Committee, and the President of the International Skål Council and International Skål Councillors...

As your President and, primarily, as a fellow Skålleague, I would ask you for your full support and complete cooperation for the successful organisation of the Skål World Congress in Sydney.

The successful organisation of the annual World Congress is not merely an annual event but represents and demonstrates the strength and situation of an international organisation such as Skål International.

As you may know, I have worked as a congress, incentive and event manager for the past 30 years and, having organised a great number of world events for various international organisations, I am well aware of the influence such events have on the present and future existence of an international organisation. For international organisations, a congress represents its means of securing financing for its activities, for making powerful business and statutory decisions, and confirms its international position.

I emphatically repeat all of this only because it applies to Skål International. I am more than aware of the economic and financial situation in the world and of the responsibility which I feel as President for the future of Skål International. I ask you kindly to confirm, at this critical time, your commitment and love for Skål International and include your presence at the Skål World Congress in Sydney in your business/private budget.

I call upon all of you to consciously dedicate part of your vacations in order to do something today for the future of Skål, something which Skålleagues have done for the past 75 years; leaving us the responsibility to ensure that it remains a place of

friendship and business.

To ensure that this goal is achieved, as your President I would ask the following of you:

To organise a session of your club in the coming seven days to familiarise the members with my letter and, with your full support and that of the members, to unite club and private funds to ensure a maximum number of representatives at the congress.

To inform me on a regular basis of the number of members of your Club registered for the Congress.

Our goal: 1,000 participants from over 80 countries and every Club worldwide.

Your participation at the Skål International World Congress in Sydney is your vote for the future prosperity of our organisation.

#### REGISTRATION FEE

DELUXE HOTELS	CREDIT CARD		CHEQUE / BANK TRANSFER	
	Single	Double / Twin	Single	Double / Twin
FOUR SEASONS City view	AUD 2,965	AUD 3,845	AUD 2,865	AUD 3,715
FOUR SEASONS Opera view	AUD 3,070	AUD 3,950	AUD 2,965	AUD 3,815
FOUR SEASONS Harbour view	AUD 3,225	AUD 4,105	AUD 3,115	AUD 3,965
FOUR POINTS	AUD 3,015	AUD 3,790	AUD 2,915	AUD 3,660
AMORA Deluxe room	AUD 2,690	AUD 3,570	AUD 2,600	AUD 3,450
CONGRESS ONLY (No hotel)	CREDIT CARD		CHEQUE / B	ANK TRANSFER
Per person	AUD 935		AUD 900	

#### AIRFARES

Qantas, the official carrier, offers discounted fares for participants to the Sydney 2010 Congress. Please check our website www.skal.travelforfurtherdetailsandcontactQantasontheirexclusiveSkalCongresse-mailaddress-qantastravelnsw@qantas.com.au

We strongly urge all participants to look out for seat sales in their areas. The following is a sample of special fares found on Amadeus to Sydney by different airlines during the week of 19-25 July 2010:

CITY	ECONOMY CLASS	BUSINESS CLASS
BANGKOK	THB 14,240	THB 74,100
<b>BUENOS AIRES</b>	USD 899	USD 2,499
FRANKFURT	EUR 559	EUR 2,100
JOHANNESBURG	ZAR 5,940	ZAR 34,320
LONDON	GBP 440	GBP 2,210
LOS ANGELES	USD 698	USD 3,758



The fares quoted exclude the applicable taxes / fees / surcharges (approx. EUR 350 depending on the airline and routing)

#### **ELECTIONS - 9 OCTOBER 2010**

#### **CANDIDATE FOR THE POSITION OF PRESIDENT**



#### **TONY BOYLE**

Tony Boyle has been self employed all of his working life, opening his first travel agency in Melbourne with partners in 1978. After obtaining aeroplane and helicopter pilot licences he established and operated various companies including a video software distribution company and a national freight company. In 1988, Tony established a travel agency and subsequently an internet business and an Avis Car Hire agency in Townsville which he currently owns and operates in partnership with his wife, Anne. Tony has held numerous travel industry positions including the position of North Queensland Representative of the Australian Federation of Travel Agents Queensland Chapter and was Chairman of Jetset's National Association of Independent Travel Agents Council. He has also been the recipient of a number of tourism industry awards including the Australian Federation of Travel Agents Awards, Best International Travel Consultant, Best Regional Travel Agency, Outstanding Contribution to Travel Agency Business and the 2007 winner of the Small Business Champion Awards, Queensland Entrepreneur of the Year.

1991 to 2010 - Member, Skål International Townsville; 1992 - Secretary, Skål International Townsville; 1993 - President, Skål International Townsville; 1994 - Vice President, Skål International Townsville; 1995 to 2000 - Director, Skål International Townsville; 1999 to 2000 - Vice President, Skål International Australia; 2001 to 2003 - President, Skål International Australia; 2003 to 2005 - International Skål Councillor, Australia; 2004 to 2005 - Chairman, ISC Finance Committee; 2005 to 2007 - Director of External Development, Skål International; 2007 to 2008 - Director of Development, Skål International; 2008 to 2010 - Vice President, Skål International

Jetset Travel Townsville. Shop 116, Willows Shopping Centre, Cnr. Thuringowa Drive & Harvey Range Roads. Kirwan, Townsville, Queensland, Australia 4817 / 61.7.4755.4422 - 61.7.4755.4411 - tonyb@jetsettownsville.com.au - www.jetset.com.au/townsville

#### **V ENRIQUE QUESADA BARRIOS**

V Enrique Quesada Barrios started his professional career with the Hilton Hotel in Mexico City. He then worked on cruise lines for Diners Fugazy, Club Internacional and Grand Circle Travel, being responsible for groups and Congresses. He is currently Director General of FCQ's Viajes, Director General of Transportes Turisticos Terrestres and Director General of the Mansion del Sol Hotel.

1980 to 2010 - Member, Skål International Guadalajara; 1983 to 1987 - Director, Skål International Guadalajara; 1988 to 1990 - President, Skål International Guadalajara; 1990 - Director, Skål International Mexico; 1991 - President, Skål International Mexico; 1992 - President, Skål International North America; 1995 to 2001 - Director, Skål International Mexico; 2002 to 2006 - International Skål Councillor, Mexico; 2006 to 2009 - Finance Director, Skål International; 2009 to 2010- Vice President, Skål International



Hotel La Mansion del Sol. Avenida Moctezuma 1596, 45050 Guadalajara, Mexico 52.33.3647.4762 - 52.33.3647.9447 - vequesada@gmail.com - www.lamansiondelsol.com



#### **CANDIDATE FOR THE POSITION OF VICE PRESIDENT**

#### LONE RICKS

Lone Ricks joined Northwest Airlines Copenhagen in 1979 where she held various positions in the Atlantic Regional Office, as Secretary Sales/Advertising/Inflight Services/Station Operations and Ticket/ Reservation Agent. From 1984 to 1986, she was Sales Representative and Sales Manager Denmark-Norway for Olympic Airways Copenhagen. In 1986, she transferred to Singapore Airlines Copenhagen where she held the positions of Sales Representative and Sales Manager Denmark until 1990. From 1990 to 1991, she was Director of Sales at Nonstop Travel. In 1991, she became Owner and Managing Director of Travel Art until 2001. In 2002, she was named Director of Sales and Marketing and in 2003 Partner and Managing Director of Travel Art. She is a member of PATA and Rotary.

1990 to 2010 - Member, Skål International Copenhagen; 1991 to 1996 - Treasurer, Skål International Copenhagen; 1996 to 1998 - Director, Skål International Copenhagen; 1998 to 2001 - International Skål Councillor, Denmark; 1999 to 2002 - Secretary, International Skål Council; 1999 to 2003 - President, Skål International Copenhagen; 2001 to 2003 - International Skål Councillor, Norden; 2001 to 2003 - Secretary, Skål International Norden; 2002 to 2003 - Vice President, International Skål Council; 2003 to 2007 - President, International Skål Council; 2007 to 2009 - Director, Internal Communication, Skål International; 2009 to 2010 - Director, Special Projects, Skål International

Strandvejen 272 A. 2920 Charlottenlund, Denmark / 45.6015.3770 - Ir2808@hotmail.com

#### **KARINE COULANGES**

Karine Coulanges, after 20 years in the hotel industry as Director of Sales, has joined the HelmsBriscoe Group, the Global Leader in Meetings Procurement in March 2010.

From 1987 to 1989, she was Sales Manager for Meridien Hotels Paris (2000 ch), responsible for the French and U.S.A. convention markets and international congresses for associations, federations and government institutions. From 1989 to 1992, she held the post of Regional Sales and Marketing Director for Penta International Hotels & Resorts, partner of Lufthansa – France, Benelux, Italy, Spain and Switzerland. From 1993 to 2000 she was Regional Sales Director for Renaissance International. In February 2000 she became National Sales Director – Marriott Group France, responsible for the commercialisation of eight hotels in Paris with more than 2000 rooms. Karine is fluent in French, English, German and Italian and has a good knowledge of Spanish.



1991 to 2010 - Member, Skål International Paris; 1991 to 1993 - Treasurer, Skål International Paris; 1993 to 1996 - Secretary, Skål International Paris; 1994 to 1997 - Secretary, Skål International France; 1995 to 1997 - Vice President, Skål International France; 1996 to 2000 - Vice President, Skål International Paris; 2000 to 2004 - President, Skål International Paris; 2004 to 2008 - International Skål Councillor, France; 2008 to 2009 - Vice President, Skål International Paris; 2008 to 2009 - Director, External Communications & Media, Skål International; 2009 to 2010 - Director, Communications & PR, Skål International

HelmsBriscoe. 132 rue d'Herblay, 95150 Taverny, France / 33-6.2055.1105 - karine.coulanges@orange.fr - www.helmsbriscoe.com





#### MOK SINGH

In 1972, after graduating from St. Stephen's College in Delhi, Mok Singh arrived in Missouri where he received a degree in Travel Administration and Management from Columbia College; he began his career in the travel profession (World Travel Services) and later worked for Wilson Travels in Kansas City. After three years at Wilson, Mok moved to Los Angeles where he worked for Chicago-based Patson Travels. Initially hired as Director of Sales for the South Western USA, he was promoted to the position of Vice-President of Sales and Marketing based in Chicago. In 1981, Mok went into business for himself with his long time friend, Roger Mahal. Travel Promotions Inc., the start-up company, had been established for just over a year, when the opportunity to acquire SITA World Travel Inc, a company with a solid reputation and a long history since 1933, came along. In late 1982, SITA was acquired and by 1983 had merged with Travel Promotions Inc. Mok currently serves as Group President of the SITA World Group with direct responsibility for two of the company's three operating divisions which are Airline

Representation, Information Technologies and Tours Operation. In addition to heading the Airline Division, Mok also heads SITA's IT Group, operating under the brand "OR Global". Mok has been accorded the highest honour awarded by the Commonwealth of Kentucky and was inducted into The Honorable Order Of Kentucky Colonels by the Governor in April 2004. Mok has attended and participated in 13 Area Congresses and 17 International Congresses.

1981 to 1982 - Member, Skål International Delhi; 1982 to 2010 - Member, Skål International Los Angeles; 1992 to 1993 - Secretary, Skål International Los Angeles; 1993 to 1994 - Vice President, Skål International Los Angeles; 1994 to 1995 - President, Skål International Los Angeles ; 2001 to 2004 - Regional Vice President, Region VI, Skål International U.S.A.; 2004 to 2006 - Vice President, Skål International U.S.A.; 2006 to 2007 - President, Skål International U.S.A.; 2007 to 2009 - International Skål Councillor, U.S.A.; 2009 to 2010 - Director, Statutes, Skål International

Kenya Airways. 16250 Ventura Boulevard #300, Encino, CA 91436, U.S.A. 1-818.990.5923 - 1-818.990.9757 - msingh@kenyaair.net - www.kenyaair.net

#### **MARIANNE KROHN**

Marianne Krohn began her career in 1976 with the Hotel Europäischer Hof in Munich and after one year with the Nordseehotel Freese on the island of Juist, she joined Reisebüro Keller as a trainee travel agent. In 1980 she joined Hapag-Lloyd and was Regional Vice President when it was bought by TUI in 1999. From 2000 to 2001 she was Managing Director of Consedis Business Service & Consulting, a branch of TUI Business Travel and from 2001 to 2003 Managing Director Operations – Germany and EMEA for TUI Business Travel. In October 2003 she set up her own company, Krohn & Partner Travel Logistics. From 2004 to 2008, she was Managing Director of Hannover Tourismus Service. She is currently Manager Marketing, Press and Public Relation, Economic Development of City of Hannover.



1991 to 2004 - Member, Skål International Berlin; 1992 to 1999 - Secretary, Skål International Berlin; 1999 to

- Vice President, Skål International Berlin; 1999 to 2006 - Director, Skål International Germany; 2001 to 2003 - President, Skål International Berlin; 2003 to 2007 - International Skål Councillor, Germany; 2004 to 2010 - Member, Skål International Hannover; 2005 to 2006 - Director, Skål International Hannover; 2007 to 2009 - president, International Skål Council; 2009 to 2010 - Director, Business Affairs, Skål International

Landeshauptstadt Hannover. Brüderstrasse 6, 30159 Hannover, Germany 49.511.1684.5929 - 49.511.606.8490 - marianne.krohn@hannover.stadt.de - www.hannover.de

#### **CANDIDATE FOR THE POSITION OF DIRECTOR**

#### Presented by the ISC

#### Salih Cene

Salih Cene started his professional carrier in 1969 as a Receptionist. After working in Tusan & Hilton Hotels in Turkey, he moved to UK for his higher education. He did HND in Hotel & Catering Admin. in Westminster Technical College. During his stay in England he worked and trained in various Hotels and Catering organizations and in various departments including FO; Sales; F&B (inc. Kitchen); HK; Purchasing; Personnel & Accounting. In 1978 he returned back to Turkey to be the General Manager of Tusan/Manavgat Hotel, in Antalya. From 1979 to 1980, he was Assistant General Manager of Turban Yalova Termal Hotels- Istanbul. From 1980 to 1983, he was General Manager of Turban Abant Hotel- Bolu. From 1983 to 1989, he was General Manager and Member of Board of Club Hotel Incekum-Antalya. In 1989, he was appointed Auditing Consultant of Kaya Hotel-Side-Antalya. From 1990 to 1996, he was Chairman of Elite Hotels & Consultancy in Antalya. From 1996 to 2004, he was General Co-



1990 to 1996, he was Chairman of Elite Hotels & Consultancy in Antalya. From 1996 to 2004, he was General Coordinator of Sun Zeynep Hotel-Belek. From 2005 to 2006, he was General Director of Otium Hotels International. Salih Cene is currently a Freelance Consultant with his company SC Consulting. He also is a member of various National & International hotel Associations & Institutes. He participated in 18 World Congresses and nine ISC Mid-year Meetings.

1980 to 1991 - Member, Skål International Istanbul; 1992 to 2010 - Member, Skål International Antalya; 1992 to 1993 - Treasurer, Skål International Antalya; 1993 to 1996 - Secretary, Skål International Antalya; 1993 to 1996 - Director, Skål International Turkey; 1996 to 1999 - President, Skål International Antalya; 1996 to 1998 - Secretary, Skål International Turkey

1998 to 2000 - International Skål Councillor, Turkey; 2001 to 2003 - President, Skål International Antalya; 2001 to 2004 - Vice President, Skål International Turkey; 2005 to 2010 - International Skål Councillor, Turkey; 2006 to 2008 - Chairman, ISC Membership Development Committee; 2007 to 2008 - President, Skål International Turkey; 2008 to 2009 - Chairman, ISC FVF & Finance Committee



#### **ANN LOOTENS**

In 1990 Ann Lootens graduated from Hotelschool Spermalie, Brugge. From 1990 to 1992 she studied Hotel Management in the Hoger Technisch Instituut, Bruges, Belgium. In 1994 she graduated in Tourism from the Vormingsinstituut voor KMO, Brugge. Professional background: she took part in a vocational programme after her studies, with AFS intercultural programmes. This took place in Denmark, where she worked in the hotel Falster, in Nykøbing Falster, for a couple of months. Ann also did voluntary work for this organisation for 10 years. After this programme, she started working in the hotel of her family, Hotel Portinari, Brugge, Belgium. She still works there now.



1997 to 2010 - Member, Skål International Belgische Kust & Vlaanderen; 2000 to 2010 - Director, Skål International

Belgische Kust & Vlaanderen; 2004 to 2008 - Secretary, Vice President, Skål International Belgische Kust & Vlaanderen; 2005 to 2010 - International Skål Council; 2009 to 2010 - President, Skål International Skål Council; 2009 to 2010 - President, Skål International Belgische Kust & Vlaanderen

Hotel Portinari, T Zand 15, 8000 Brugge, Belgium / 32-50.34.10.34 - 32-50.34.41.80 - ann@portinari.be - www.portinari.be



#### ANDREW WOOD

Andrew Wood has been a professional hotelier since University in Scotland. Having completed his B.A. in Catering & Accommodation Studies in Edinburgh Andrew joined the Hilton Group in Paris. From there he joined Forte Hotels and the International Sales force of Thistle Hotels in the UK, responsible for SE Asia. Arriving in Thailand in 1990 Andrew worked with leading hotels incl Shangri La Hotels, Royal Garden Resorts, the Landmark Group and Royal Cliff Beach Resort. Andrew is currently the General Manager of the Chaophya Park Hotel in Bangkok. In 2007 Andrew was named Bangkok General Manager of the Year.

1994 to 2000 - Member, Skål International Bangkok; 1997 to 2000 - Director, Skål International Bangkok

2000 to 2003 - Member, Secretary, Skål International Pattaya & East Thailand; 2000 to 2006 - Director, Skål International Thailand; 2003 to 2010 - Member, Skål International Bangkok; 2003 to 2008 - Director, Skål International Bangkok; 2005 to 2006 - Member, Pattaya Skål World Congress Organising Committee; 2006 to 2009 - Director, Skål International Asian Area; 2006 to 2010 - International Skål Councillor, Thailand; 2008 to 2010 - President, Skål International Bangkok; 2009 to 2010 - Vice President, Skål International Asian Area; 2009 to 2010 - Member, Task Force on Repositioning of Skål

Chaophya Park Hotel & Resorts. 247 Rachadapisek Road, Bangkok 10400, Thailand 66-2.290.0125 - 66-2.290.0167 - andrew@chaophyapark.com - www.chaophyapark.com

#### Presented by his Club

#### **YAACOV HARTMAN**

Yaacov graduated from the Israeli Thechnion in Haifa in Hotel Management. After finishing his regular army services, he remained in the reserves holding the rank of Colonel. He is Owner & Managing Director (third generation) of Hartman Hotel, Tiberias. He is a member of the Council for Peace and Security and is active in Municipal affairs. Yaacov Hartman is the Skålleague who initiated and dedicated all his efforts which culminated in the creation of Skål International Red Sea Bay, uniting membership of Jordan, Israel and Egypt. Yaacov was awarded the Order of Skål Merit in 2006. In 2010 Yaacov was awarded by Skål International Red Sea Bay a Certificate of Appreciation for his help and cooperation with the formation of the Club. Yaacov Hartman has attended 19 Skål World Congresses and visited many Skål Clubs worldwide. He was Chairman of the Galilee/Tiberias Bidding Committee for the 2010 Skål World Congress.



1977 to 2010 - Founding Member, Skål International Galilee, where he has held all executive offices; 1985 - Chairman, Pre/Post Congress Tours, 1985 Skål World Congress - Jerusalem; 1986 to 1988 - President, Skål International Galilee; 1987 - Chairman, 10th Anniversary Celebrations, Skål International Galilee; 1990 to 1991 - President, Skål International Israel; 1995 to 1996 - President, Skål International Galilee; 1998 - President, Skål International Galilee; 2001 to 2003 - President, Skål International Israel; 2001 to 2003 - Vice President, Mediterranean Area Committee; 2003 to 2006 - International Skål Councillor, Israel;

2006 to 2008 - Auditor, Skål International; 2009 to 2011 - President, Skål International Israel

Hartman Hotel. P.O. Box 534, Tiberias 14015, Israel / 972-54.679.1555 - 972-4.679.1556 - hartmanyaacov@gmail.com



#### **CANDIDATE FOR THE POSITION OF AUDITOR**

#### **COLIN SCHIRMER**

Colin began his travel industry career in London in 1977 with NAT Eurotours. He moved to Top Deck Travel in 1978 as a courier and also held various sales positions in London and Australia until 1980 when he opened Colin Schirmer's Top Deck Travel, a wholly-owned G.S.A. He jointly opened the first Flight Centre in South Australia which he sold back to the company in 1986. Colin currently runs two outlets of his travel agency in Adelaide and is a working director of a company owning and leasing commercial property and a cattle breeding farm part time. Colin is also a Rotarian (PP, PHF) of 23 years and Justice of the Peace for the State of South Australia.

1991 to 2010 - Member, Skål International Adelaide; 1997 to 2006 - Treasurer, Skål International Adelaide; 2007 to 2008 - President, Skål International Adelaide; 2010 - Treasurer, Skål International Australia; 2009 to 2010 - Auditor, Skål International



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#### **CANDIDATE FOR THE POSITION OF MEMBRE D'HONNEUR**

#### **GEORGE KUDYAN**

George began his professional career in 1956 in the Park Hotel in Istanbul where he worked until 1958. After serving in the army he returned to work with British European Airways where he remained until 1964. In 1964 he moved to British Overseas Airways Corporation where he was representative for Turkey until 1968. From 1968 to the end of 1991 he was Sales Manager, Turkey for El Al Israel Airlines. In 1991 he joined Kongresist, one of the largest Destination Marketing and Congress Organising companies in Turkey. Since 2009 he works with Magister Tours, one of the largest incoming tour-operators in Turkey. He was also treasurer of I.S.A.D. Turkey (Association of IATA travel agencies in Turkey). George also spent several years on the IATA Agency Investigation Panel and the Turkish Board of Airline Representatives.



1977 to 2010 - Member, Skål International Istanbul; 1986 to 1991 - Treasurer, Secretary, Skål International Turkey; 1986 to 1993 - Treasurer, Secretary, Vice President, President, Skål International Istanbul; 1988 to 1991 - Director, Deputy International Councillor, Skål International Turkey; 1996 to 2000 - Auditor, Skål International; 1998 to 2000 - President, Skål International Mediterranean Area; 2002 to 2006 - Deputy Auditor, Skål International

#### Magister Tourism & Travel. Halaskargazi Cad. Gunes Apt. 321/1, Sisli 80220, Turkey 90-212.230.0000 - 90-212.248.9695 - george@kudyan.net



#### RAFAEL MILLÁN PÉREZ

Rafael Millán began his career in the tourism industry in Posadas de México as Director for Internal Audit and their Latin American Division, a position which saw him as General Manager of various hotels in the Posadas chain in Mazatlan, Puerto Vallarta, Villahermosa, Hermosillo and Acapulco and afterwards with the Brisas Hotel chain at the Hacienda Jurica in Queretaro and also with Westin Hotels & Resorts in the Westin Brisas Ixtapa. He is currently General Manager of the Brisas Hotel Group. During his time at the Westin Ixtapa Hotel he was awarded important acknowledgements from Westin Hotels and Resorts Worldwide and Starwood Hotels & Resorts.

During this time he has also held various posts in the Chamber of Commerce and Tourism in Mazatlan,

Puerto Vallarta, Hermosillo and Queretaro and in the Hotel and Motel Associations in Puerto Vallarta and Ixtapa-Zihuatanejo. He also received the title of Certified Public Accountant from the Mexican Institute of Public Accountants of which he is a life member in recognition of his 35 years as a member. In 2002, AMAIT Tourism Suppliers awarded him the "2002 Progress Key" as hotel executive of the year.

1980-1984 - Member, Skål International Mazatlan; 1984-1988 - Member, Skål International Puerto Vallarta; 1989-1997 - Member, Skål International Acapulco; 1998-2001 - Member, Skål International Ixtapa; 1998-2000 - President, Skål International Ixtapa; 2000-2004 - Director for the formation of new Club, Skål International Mexico; 2001-2010 - Member, Skål International Ciudad de México; 2005-2006 - Treasurer, Skål International Mexico; 2006-2007 - President, Skål International México; 2007-2008 - Past-President, Skål International Mexico; 2008-2010 - Auditor, Skål International Mexico

Rafael received the Skål Merit Award (No. 52) in October 2006 and was involved in the foundation of the following Mexican Clubs: Ixtapa (November 1998), Manzanillo-Colima-Costalegre (June 2001), Bahias de Huatulco (August 2004), Veracruz (July 2006) y Queretaro (September 2008). He is currently involved in the formation of Clubs in Oaxaca and Morelia

Brisas Hotel Group. Avenida Universidad 1571-3°, 01030 Mexico, Mexico 52-55.5339.1045 - 52-55.5339.1085 / rafael.millan@brisas.com.mx - www.brisas.com.mx

#### **KNUD PAASKE**

In 1943, Knud Paaske was an apprentice baker and at the weekends he worked as a conductor for a local bus company. In 1947 he qualified as a baker and started working at one of the large bread factories. In 1948 he moved to the UK to work as a baker, but returned to Denmark the same year to work for East Asiatic, as an F&B supplier. In 1952 he bought a grocery shop and worked part-time as a bus driver. In 1955 he started as a coach driver, driving throughout Europe. In 1957 he started the car rental business and bought the first Toyota that came to Denmark. In 1960 he started driving disabled children to school in minibuses. In 1968 he established Auto-Paaske Copenhagen Bus Service (still running). In 1999 he handed over the running of the company to Preben Paaske (also a Skål member). Knud retired in 2001, but he still works for the company, which has 200 coaches and brands such as Copenhagen Excursion, Vikingbus, Balta Turist, Aladddin, Auto Tourist and Corona.



Knud has been an active Skål member since 1971. He participated in the first congress in Freiburg around the time he became a member.

He has not held any official Skål positions but has supported the association with his participation at numerous congresses.

Skål Post Sydney Congress Tour Red CerrUre & Darwin 5 Days -12 to 17 October 2010



size

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**Tony Boyle,** Tour Leader, Senior Vice-President of Skål International and Director of Jetset Travel Townsville, and Odyssey Travel, the Skål Sydney World Congress Conference Organiser, invite you to experience **Australia's Red Centre & Darwin.** 

#### Features

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- Standley Chasm Simpson's Gap Darwin Internal flights
- 40th anniversary celebration of the Skal Club of Darwin •
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An inspiring and dedicated General Secretary..."Living the true spirit of Skål"

My dear Jim, Secretary General of Skål International,

It is still completely unimaginable that, as your Skål President and above all as your friend, I am saying goodbye to you for good.

I am thinking of all the years gone by and of the story of our lives together, which is impossible to talk about in full. There were so many wonderful moments but also hard times that we went through together, and yet you were always highly professional and remained a real gentleman; and what is most important, you were a humanitarian of broad education, with an open view on life with your particular sense of humour.

You understood and enjoyed the different cultures, religions and customs of Skålleagues on all five continents. You loved them, and they loved and respected you back. Never, not even in the most critical of circumstances, during wars or natural disasters in some countries, did you refuse an invitation, and with your optimism and advice you always brought back the faith of Skålleagues for a better future.

There are many such examples, and personally, as a witness of the most horrible war, devastation and aggression within Croatia, you were in Zagreb at the time of the bombing. That, shall never be forgotten.

Together we organised the 66th World Skål Congress in Zagreb, which in the opinion of some was the best one ever. Working on this project, you showed your honesty and loyalty to Skål. During this time, you represented the interests of Skål International; and, equally, all companies included in the organisation rightfully got what they deserved according to the agreement. You loved honest work and order, and that is why our Skål organisation was always professionally managed, enjoying great respect around the world.

As Secretary General, upon your arrival in 1993, you stabilised the organisation, working together with all Presidents, Councillors, Skål Clubs and Area Committees. Skål International today represents the most significant worldwide organisation of managers in tourism, for which your contribution is so difficult to measure.

Thank you for your great operational support of the idea to make a strong international affirmation of Skål International, through cooperation with the most significant world trade fairs (IMEX, IT-ME, EIBTM, ITB), where you established professional and friendly cooperation with top people in world tourism, such as Ray Bloom and Paul Flackett. I keep in touch with them, and neither of them can accept the reality that you are gone.

I regret the fact that we won't be able to open the Skål stand at the first big trade show at IMEX America in Las Vegas together next year.



Your activities have left an inerasable legacy within Skål International and among the international organisations WTO, ECPAT, GREEN GLOBE, and many more...

Now, in my presidential year, enjoying our outstanding cooperation, when we and your Irish friends experienced your beloved Ireland together – your wonderful Irish friends, tasting Jameson whiskey, drinking Guinness, enjoying Irish stew, the Irish dancing and music and with so many plans ahead of us – you have so suddenly left us. It makes me happy to remember that a few days ago at IMEX in Frankfurt we found some time to enjoy a nice steak and a glass of red Rioja wine, over which we talked about Skål as we normally did. We were happy there with our German friends and Jan Sunde, Karine Coulanges and Bent Hadler when yours truly received a prestigious "Academy Award" for European manager of the year. Believe me, included in this award is your great contribution and the entire Skål organisation.

I somehow sense that you are here, with us, looking upon us all saying, «Don't be sad, love Skål as I have done, be friends and we shall all meet together again."

You took care of your children in the Secretariat – Yvonne, Yolanda, Esther, Ana Maria, Sandra and Daniel, who made one wonderful family – and you were their father. Be peaceful, and we will all take care of them.

My dear friend, you will never be forgotten, because you have built your life into Skål and inspired me in my presidential slogan, "Living the true spirit of Skål" – the motto of your life.

Unfortunately, Skål will not be the same without you. Rest in peace, citizen of the world, our Jim, and let your beloved Irish soil be easy on you.

TRIBUTE BY INTERNATIONAL PRESIDENT NIK RACIC

The Ultimate Professional

A true "brother" of Skål – "Skål was your life!"

Dear Jim, Dear Friend,

It was Sunday 13 June 2010, 10 days before your birthday, when we heard that you had left us forever for the longest one way trip of your life. You have escaped from life, leaving us all in great shock and sadness. It sounds like a bad joke. It is so unbelievable that I still feel the need to communicate with you through this last letter of mine.

1994 seems only yesterday when we first met in person during the Los Angeles Skål World Congress. Since then we have worked closely in Skål for all these years and more closely during my Presidency. You were always there for me, for all Skålleagues, present at trips, giving advice in order that Skål was correctly represented, correcting my English whenever I asked you. I am sorry you are not here to check this letter, but I can see you nodding "it is okay, never mind".

Remember when the tension was high due to a heavy workload and the various problems we had to face, how the humour helped us break the tenseness and enabled us to continue, as a good sense of humour was part of your personality. I am sorry I cannot use it now. I feel distressed.

Although shy and introverted as a person, when it was for Skål your public relations were impeccable. The interests of Skål for you were beyond any sentimentalism, sometimes with the risk of being misinterpreted.

But this was you, Jim. A strong personality with a bright mind, an astonishing memory, a huge organisational ability, perfectionism, an excellent knowledge of Skål and, above all, deep dedication to the Skål spirit. It is this dedication that made you ignore the signals of health problems and fly to Sydney to make the programmed inspection of the Congress, in spite of the doctor's orders. The ultimate professionalism!

This professionalism helped you to understand and work together with the Skålleagues for a new, more professionally-orientated Skål and, in my opinion, this marked your presence in Skål. Since you became Secretary General you have managed to be the strong bond with the members, a point of reference that connected us all.

Your background as the General Manager and owner of hotels in Wexford in Ireland, afterwards providing a sales-marketing service and financial information for Host Hotel Group, a group of 50 Hotels in Ireland, and later as Director of CMV Group of Hotels, and your 20 years of service to Skål which included various posts, including that of the Finance Director, gave you the experience to cope successfully with your difficult tasks as a Secretary General of Skål International. Your colleagues at the Secretariat recognised a mentor in your face.



Skål, France as our mother, who gave birth to Skål and I consider you our Brother in Skål. The large number of Skålleagues that have expressed their sadness at your loss proves it. You will always be remembered by Skålleagues who knew you and shared fond memories with you. Rest assured that you will remain alive in our hearts.

I knew that the coming two years would be your last as Secretary General, before you retired and I am thinking how life could be for you without Skål, as Skål was your life! Difficult for you to adjust to! Maybe God in His mysterious ways thought that a quiet sleep would be the best for you, but definitely not for your family and your friends; the family that you loved dearly and, especially, for your mother.

Ireland was another love of your life. You were so proud to be Irish! One could tell from the way you spoke about the beautiful sights of your country or the way you explained its tradition. This year was the last that I wished you a "Happy St. Patrick's Day" and you were so pleasantly surprised that I did. Spain was also in your heart and you had fully intended to remain living in Spain when you retired.

Music and especially opera was one of your preferences and we have shared, thanks to Lone Ricks, the experience of the Savonlina (Finland) Opera Festival. I recall how happy you were then.

Jim, Skål International will never be the same without you. We already miss you!

Farewell Great Skålleague, farewell Dear Friend, have a good last trip.

May God rest you in peace, and give comfort and courage to your loved ones to face your loss

Your friend in Skål Litsa Papathanassi

Jim, we refer to Florimond Volckaert as our father in



### **EDUCATION IN TOURISM** A win-win-win situation for everyone involved

Education is the key to success. The more professional tourism industry becomes, the more well-educated staff we need to safeguard the future of our companies.

Looking at the future of Skål International, the introduction and support of Education in Tourism (EIT) can be one of the key factors in implementing the Skål ideal among young people who want to study tourism, are studying tourism or are looking for jobs after having studied tourism.

If we want to get into the hearts and minds of young people, we have to offer them a real, tangible advantage that they can put their hands on. During the educational phase of their life, in particular, the worldwide Skål network can be of tremendous help.

#### What is the concept behind EIT?

1. Young people, to a large extent, select the institute they want to study at via internet; and on a worldwide basis, not only looking for institutes in their home country.

Offering access to a database of worldwide educational institutes under one umbrella, like www.skal.travel, makes searching and finding the right institute much easier.

As a first step, Skål International has published all members involved in education on www.skal.travel. This data will be become more detailed, to include search keywords for easier use.

Win situation for interested young people: one platform worldwide for all lines of tourism.

Win situation for schools and universities: they benefit from the promotional drive created by this platform.

Win situation for Skål Clubs: they offer real value for existing members, and have a great tool with which to attract new members from regional educational institutes and among students who benefit from the support of Skål International.

2. Having started their studies, what do students need next? Work experience in touristic companies worldwide and the chance of a first job once they have finished their studies.

This will be the second database under EIT: companies that offer support to students with work experience and/or jobs.

3. The combination of these two databases under one roof (www.skal.travel) is a unique resource of great value to all parties involved. And it cannot be matched by any other organisation, since no one has a structure like Skål International's.

What do we need from Clubs? The success of every Skål concept depends on the engagement of Clubs.

1. Talk to your members about EIT; with members involved in education and members running companies. Start local initiatives to gain experience in this field. For instance, your business members can offer work experience and first jobs after study to your educational members.

2. Spread the word about EIT to schools, universities and companies in your region to motivate them to become Skål members and to benefit from EIT.

3. Any suggestions you have about EIT, just send me an email. I will collect ideas, discuss them with the steering committee and implement those that sound reasonable.

4. Registration forms to register as a participant in the EIT programme can be obtained from me and hopefully downloaded soon from www.skal.travel

Having worked on this project since the 2009 Skål World Congress in Budapest, I am excited about the positive response I have receive from all over the world. And there will be many more good ideas coming from our members, on how to develop and improve EIT to the benefit of all of us.

One practical issue we have developed in Germany is to offer students a special membership category included in Young Skål. There is no entrance fee, and an annual membership fee of €30, of which €10 goes to Skål International and €10 to the national committee, with €10 remaining with the Skål Club. Once they finish their studies and remain Skål members, the normal Young Skål conditions apply.

Now let's get started: we need you to make EIT a success story.

By Wolfgang Hofmann President – Skål International Düsseldorf

#### SKÅL TOURISM QUALITY AWARD - Ski ace Franz Klammer honoured



In April Skål International Kärnten (Carinthia) celebrated its 50th anniversary in conjunction with the presentation of the Skål Tourism Quality Award during a special ceremony at the Casino Velden.

Skål International Austria grants the award every year to a personality in recognition of their outstanding service on behalf of tourism quality, and the 2010 winner was Austrian alpine ski champion Franz Klammer.

The Governor of Carinthia, Gerhard Dörfler, emphasised in his speech the importance of Franz Klammer as an international ambassador for Carinthia. He said that, despite his many successes as an outstanding alpine ski champion and media star, Franz had "always remained humble, kind and helpful".

Born in 1953, Klammer won a total of 25 World Cup ski races and in 1976 he was the gold medallist in downhill racing at the Winter Olympic Games in Innsbruck. In 1985 he retired from active ski racing.

After his brother Klaus suffered a serious accident, Franz established a foundation in his name in 1998, supporting athletes in need.

More than 90 Skålleagues and guests attended from Austria, Italy, Germany, Switzerland, Slovenia, Croatia and South Africa, including Skål International President Nik Racic, Skål International Austria President Heinz Risska, the Mayor of Velden, Ferdinand Vouk, and Skål International Kärnten President Otto Wanker.



The Global Meetings & Incentives Exhibition Fira Gran Via, Barcelona, Spain

#### 30 November – 2 December 2010

www.eibtm.com

### Where The World Meets



### THE MOTIVATION SHOW

#### Three days of content, connections and creativity in Chicago

The 2010 Motivation Show has expanded its Hosted Buyer Program and entered into two strategic partnerships to attract more high quality meeting and incentive travel buyers to this year's event.

The Motivation Show, which meets from Tuesday 12 October through Thursday 14 October in Chicago's McCormick West, is the world's largest collection of ideas to engage, motivate, inspire, reward, connect and thank employees, customers and members. The show features more than 50 seminars and over 1,000 suppliers of incentive merchandise, meeting and travel services.

"We have expanded the Hosted Buyer Program to include the industry's leading trade associations and media companies who will be bringing their members and subscribers to North America's leading meeting and incentive travel event," said Pete Erickson, The Motivation Show's managing director. "They will enjoy complimentary accommodations, education and other benefits, while networking with key suppliers from around the world."

Hosted buyers are required to attend a minimum of 12 pre-scheduled appointments with exhibitors. They will be provided with detailed user information through Elite Meetings International's FaceTime<sup>™</sup> Appointment Scheduler, which matches buying interests with appropriate exhibitors and facilitates the exchange of information and appointment requests.

In addition, The Motivation Show, in cooperation with Corporate Meetings & Incentives magazine, will host members of the CMI 25 and the "Top 20 Changemakers" list. "The CMI 25 is a list of the industry's largest and most influential full-service independent meeting and incentive travel management companies focused on the corporate market," said Barbara Scofidio, editor of Corporate Meetings & Incentives, which annually compiles the list.

The "Top 20 Changemakers" list, also compiled by Corporate meeting Meetings & Incentives, spotlights corporate professionals who have been leaders in the creation of strategic meetings management programs within their companies and who have gained visibility among senior management by developing company-wide meeting policies and practices, leveraging volume and maximising savings. "We are delighted to co-host these two prestigious groups of incentive travel and corporate meeting planners at The Motivation Show," said Erickson. "The opportunity to bring these groups together to meet in person and exchange ideas, especially during these challenging times, is exciting and will certainly result in some leading edge ideas and opportunities for all involved."

The Incentive Research Foundation (IRF) will present a General Session this year on Thursday morning, 14 October, entitled "Incentives, Recognition and the New Normal – A look into 2012 and beyond", which will be open to all show attendees.

The IRF is also offering a four-part workshop on "Education Day", Tuesday 12 October, the day before the exhibit hall opens. Topics will include:

- The Anatomy of an Incentive Travel Program: A Case Study
- Incentives Under Attack! What every incentive manager needs to know
- Are You Trendy? An in-depth look at the current trends in the industry

• Mastering Measurements: The lost art of developing performance measures for incentive programs

For complete information on The Motivation Show Hosted Buyer Program and The IRF programming, visit:

www.motivationshow.com

#### Special honours for Punta del Este Skålleagues



Andrew Beare was named Honorary Consul for the UK in Maldonado y Rocha during a ceremony in the Montevideo embassy's gardens on 21 April, presided over by the Ambassador, Patrick Mullee.

Fellow Skålleague Wilson Marrero – a member of the Argentina-Uruguay Visit USA Committee – was also honoured in April, receiving an award for his "career and dedication to the tourism industry".

On behalf of their Skål International Punta del Este colleagues, President Mario Costa and Secretary M<sup>a</sup> Luisa Cordone wished Beare great success in his new position, and congratulated Marrero for his contribution to the industry.

#### OBE honour for Skål Northern Ireland stalwart

Members of Skål International Northern Ireland were delighted to hear that their great friend and fellow Skålleague Diane Poole had been awarded an OBE in the New Year's Honours List, for her services to tourism. Diane, who is General Manager of Norfolkline's Passenger Services for the Irish Sea, is one of the most highly respected figures within the Northern Ireland industry and the recognition was wholly deserved. She was the first female President of Skål Northern Ireland, serving two terms of office from 1998 to 1999.

#### Skålleague elected university dean



For many years now, Skål International Switzerland members have been supporting quality and diversification within their membership. They believe it is important for the future of Skål that all types of professions are represented in Clubs, especially Skålleagues who are making "new impacts in tourism". They are, therefore, especially pleased to report that their membership now includes a university dean.

Prof. Dr. Thomas Bieger, who joined Skål as a member of the Engadine Club and who is currently a member in St. Gallen, has been elected as the new dean of the renowned St. Gallen University. During an illustrious academic career, he has been a visiting professor at the Simon Fraser University in Canada and the University of Otago in New Zealand; and, since 1999, head of the Institute for Tourism. In 2000 and 2001 he was President of Skål International St. Gallen.

"My goal is to find unique destinations and products. By coming to The Show I develop personal relationships and get better service. It's important to be here."

> - Debi N., Consultant, Travel Services, Illinois, 2009 Attendee

### THE MOTIVATION SHOW

Face-to-face connections build trust and relationships... and that's especially important when it comes to designing an incentive or recognition program for a company's top performers and customers. To connect with suppliers who possess the expertise to make your next program a success, attend The Motivation Show. With over **1,000 exhibits and 50 seminars**, you'll discover the latest trends, the best education, and the newest products and services... all under one roof.

Three days of contacts, content, and creativity.

**Register today!** 





#### **SOURCE TRAVEL MARKET** EXCITEMENT BUILDS FOR EXPANDED 2010 EVENT

World Travel Market, the premier global event for the travel industry, has opened pre-registration for WTM 2010. To be held from 8 to 11 November, WTM 2010 will be the biggest edition to date, as the event builds on the success of last year's 30th anniversary celebrations with the expansion of its host venue ExCeL London.

ExCeL London has undergone a £160 million expansion, giving World Travel Market greater flexibility than in previous years. The expansion of ExCeL has led to an overhaul of the exhibition floor plan for 2010, with UK & Ireland and a complete Europe and the Mediterranean next to each other in the North Halls (running from N1 to N8). Africa completes the North Halls; with The Americas, Asia & Australasia, Middle East, Global Village and Travel Technology situated in the South Halls.

The state-of-the-art East Entrance will also re-open for WTM 2010, allowing visitors to enter and depart the venue from both Custom House (West Entrance) and Prince Regent (East Entrance) Docklands Light Railway stations.

Announcing the plans for 2010, World Travel Market Exhibition Director Simon Press said: "The expansion of ExCeL London is an exciting development for World Travel Market, which had been restricted by the previous size of the venue for a few years now.

"The expansion gives World Travel Market greater flexibility, meaning this year's WTM is set to be the best-ever, so preregister now to be a part of the industry's premier event of 2010."

Pre-registration is free to all travel and tourism professionals. Visit:

www.wtmlondon.com/register (note: attending WTM without preregistering can cost up to £305).

### **IMEX 2010**

#### KEEN INTEREST SHOWN IN SKÅL INTERNATIONAL

At the world's most significant congress and incentive exhibition, IMEX, exhibitors from 160 countries, 7,000 buyers, and representatives of international corporations, organisations and the media took part. Skål International was successfully represented in an exhibit space of 12 square metres.



SOS CHILDREN'S VILLAGES HAITI RECEIVING A CHEQUE FOR €20,000 AS A DONATION FROM MEMBERS OF SKÅL INTENRATIONAL

The Skål stand was very dynamic on a daily basis and it was visited by current members of Skål as well as potential members. Active participants at the stand included: Skål PR Karine Coulanges; President of the International Council Bent Hadler; Past President Jan Sunde; George Paldi, Chairman of the Budapest Congress; and Skålleagues from Skål International Frankfurt, without whom such a high-quality appearance would not be possible.

The Skål dinner was successfully organised by Skål International Frankfurt, within IMEX on 27 May, and it was attended by over 60 Skålleagues from all over the world. International President Nik Racic addressed the guests, as well as the President of the National Committee of Germany, Thomas Aurich, and the President of Skål International Frankfurt, Thomas Hilberath.

International President Nik Racic joined the President of Skål International Germany, Thomas Aurich, to present the representatives of SOS Haiti with a cheque for €20,000. Contributions for the FVF were also collected during the evening and CCIB sponsored the wine.

Mr Ray Bloom, Chairman of IMEX, was also present, both at the stand and the IMEX dinner.

During the exhibition, Frankfurt and IMEX were a true centre of world tourism, with all of the most significant international tourist, congress and incentive travel organisations organising 114 meetings of their management bodies, seminars and business workshops.

IMEX pays special attention to sustainable development and the "green initiative" and gives out, on the basis of set criteria of very high standards, the annual "Green Award" to the most successful companies.



Central to the IMEX world tourist event is the IMEX "Academy award", which is given out for a special contribution to the development of the world congress and incentive travel industry through quality management and innovation. The annual award is presented for global regions: Europe, Asia-Pacific, America, Africa and the Middle East.

The award for the European manager of the year went to International President Nik Racic, director of the Croatian Convention and Incentive Bureau of the Croatian National Tourist Board.

During the presentation, before 700 representatives of world tourism and the media at the Alte Oper venue in Frankfurt, it was noted that Nik Racic had earned this great recognition for his long-time quality work as a congress and tourism manager and his achievements in world congress and tourism marketing, as well as for his organisation of significant international congresses, incentives and events and his activities in international tourist and congress organisations.

It should be noted that the award recipient was selected by representatives of the world's most significant congress, incentive and event organisers. This represents the affirmation of Croatia as one of the top European tourist, congress and incentive destinations.

## MEMBERSHIP DEVELOPMENT CAMPAIGN

### HELP YOUR CLUB TO INCREASE ITS MEMBERSHIP AND WIN

Every member who introduces a new member between 1st April and 30th September 2010 is eligible to win a Congress Only Registration (no accommodation) for the 72nd Skål International Congress to be held in Turku, Finland, in September 2011. The prize winner will be drawn at the International Council meeting in Sydney, Australia and announced at the



President's Gala Dinner during the Skål World Congress in Sydney on 10th October 2010.

#### You do not have to be there to be eligible to win, but we want you to be with us!

There are no limits on how many times you can enter so we encourage you to ask your colleagues in the industry to join. Young professionals can either join the special "Young Skål" category, or if they hold a managerial post they can enrol in the "Active" membership category. If you need more application forms, simply download them from the Skål website www.skal.travel. Please ensure you put your name on the form in the section "Introduced by".

### SKÅL MEMBERSHIP DEVELOPMENT AWARD PROGRAMME

THE SKÅL MEMBERSHIP DEVELOPMENT AWARD PROGRAMME HAS PROVEN TO BE VERY POPULAR WITH SKÅL CLUBS THROUGHOUT THE WORLD. SKÅL CLUBS THAT INCREASE THEIR MEMBERSHIP OVER THE PREVIOUS YEAR BY A NET 10% OR MORE, OR THAT INTRODUCE 10 NEW MEMBERS OR MORE AFTER ALLOWING FOR MEMBERS WHO LEAVE, QUALIFY FOR A COMMENDATION CERTIFICATE WHICH IS PRESENTED AT THE PRESIDENT'S GALA DINNER AT THE SKÅL WORLD CONGRESS EACH YEAR. THE PROGRAMME WAS ENHANCED LAST YEAR WITH THE AWARDING OF SPECIAL FRAMED COMMENDATIONS TO THE TOP THREE SKÅL CLUBS.

At the Skål Budapest Congress last November we had a record number of Clubs that qualified for these Awards, which is a fantastic achievement given that the travel and tourism industry went through what was arguably one of the most difficult years financially since the 1940s. There were 104 Skål Clubs that qualified for these Awards and the highest achieving Club was Skål International Bali followed by Skål International Singapore and Skål International Rio de Janeiro. A terrific result.

This year, the Skål Executive Committee has further enhanced these Awards by providing a prize of a Congress Only registration to the Skål Congress in Turku, Finland, next year for the Skål Club that achieves the highest net increase of new members. These awards will be calculated on membership growth on the previous year as at 1 October 2010. The awards will be presented at the Sydney Congress on 10 October this year.

There are 31 Skål membership classifications and Skål members are encouraged to consider inviting potential members to join Skål from all sections of the travel and tourism industry.

The Skål Executive Committee looks forward to another record year for this Skål Membership Development Award Programme.

#### What is it?

A certificate of Commendation for Clubs that grow their Club's membership. The three Skal Clubs with the highest net membership increase receive Platinum, Gold and Silver framed commendation certificates.

#### What is meant by net growth?

Net growth means an increase in new members minus members that leave for any reason

What is the criteria to win this Award?

Any Club that grows its membership by a net 10% or more OR gains a net 10 or more new members qualifies for this award

### What is the date that membership numbers are calculated for this Award?

1st October each year as this is deemed to be the least volatile period for Club membership changes.

#### When is this Award presented?

The Membership Development Award is presented to a representative of a qualifying Club by the President of Skål International at the President's Gala Dinner at the Skål World Congress



### NAASC CONGRESS

SKÅL NEWS July-september10

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Widespread praise for excellent organisation

The 49th NAASC Congress was held at the Hotel Fairmont Le Château Frontenac in Quebec City (Canada) from 6 to 9 May. Representatives from U.S.A., Canada, Mexico and the Affiliated Clubs of the area attended the Congress, which was presided over by the President of NAASC, Jona Way. The Congress was also attended by the President of Skål International Nik Racic and Secretary General Jim Power. All the Congress delegates were loud in their praise for the Quebec Club, which organised the event. Tributes were paid to the President Jona Way, Dick Copeman and Brian Aubé, who headed the organising team. Gonzalo Brockman, President of Skål International Mexico, is the new President of NAASC; and the 2011 NAASC Congress will be held in Puerto Vallarta (Mexico).



#### ATIN AMERICAN AREA CONGRESS



### ASIAN AREA CONGRESS

#### Skålleagues meet in the Philippines

The 39th Asian Area Congress was held in Cebu (Philippines) from 27 to 30 May. Vice President Tony Boyle was present on behalf of President of Skål International Nik Racic. The Congress was presided over by the President of the Asian Area Committee Gerald Perez. The next Asian Area Congress will be held in Delhi (India).



designed and placed on the Skål International ivebsite in PDF format, thus enabling members to print a copy if required. Printed copies will be available from the General Secretariat at a cost of E25 including printing and postage.

#### "Protection of Children and Young People in Tourism"

The 37th Skål Latin American Area Congress was held in the cities of Quito and Guayaquil (Ecuador), from 2 to 7 May, with the theme "Protection of Children and Young People in Tourism". Representatives from all the Skål Latin American countries attended the conference, including Vice President of Skål International Enrique Quesada Barrios, representing President of Skål International Nik Racic. The Congress was presided over by the Presidents of the Northern and Southern Latin American Area Committees, Pasquale Calvosa and Lolita Terrazas, respectively. The 2011 Latin American Area Congress will be held in Asuncion (Paraguay).



#### ONAI SKĂI COUNCIL



#### Four new Councillors welcomed

The President of the International Skål Council, Bent Hadler, welcomed four new Councillors during the International Council meeting held at the Hotel Le Chateau Frontenac in Quebec (Canada) on 4 May. Pictured left to right, following the pinning ceremony, are: Ann Looters, Vice President, International Skål Council; Jeff Penner, International Councillor - United States of America; Bent Hadler, President, International Skål Council; Julia Lambertini, International Councillor – Argentina; Praveen Chugh, International Councillor - India; Keith Murcott, Secretary, International Council; Mads Olsen, International Councillor - Norden Area; and Arturo Sierra, Vice President, International Council.

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The rare natural beauty of Croatia, along with the variety of comfortable hotels and transport connections with the whole world, makes Croatia a perfect place for organization of congresses, symposiums and conferences.

Croatia has 219 conference centres, holding up to 2,000 conference guests. All the centres are fully equipped to meet modern business needs: Brac, Brijuni, Cavtat, Crikvenica, Dubrovnik, Hvar, Krk, Losinj, Makarska, Novi Vinodolski, Opatija, Plitvice, Porec, Primosten, Pula, Rab, Rovinj, Split, Sibenik, Umag, Zadar and of course, the capital, Zagreb. Zagreb's centres include the vast Vatroslav Lisinski Concert and Congress Hall, with a main auditorium that seats up to 1,860 guests.

The Croatian Convention and Incentive Bureau (CCIB), part of the Croatian National Tourist Board, specializes in providing help and information for conventions and business travellers. Information is all impartial and free of charge, and you will be taken through those options that are most suited to your needs by experienced, friendly staff who are all experts on business travel. Quality is guaranteed according to international standards and criteria.

#### FLIGHT INFORMATION

CITY	Flight Time
Amsterdam, Berlin, Brussels, Copenhagen, Frankfurt, London, Madrid, Moscow, Paris Prague, Rome, Warsaw	2 hrs
Budapest, Istanbul, Munich, Vienna	1 hour

#### CROATIAN CONVENTION AND INCENTIVE BUREAU

Croatian National Tourist Board Iblerov trg 10/IV,p.p. 251 10000 Zagreb, Croatia

Director of CCIB Nik Racic Telephone: +385 1 46 99 307 Telefax: +385 1 4557 827 E-Mail: nik.racic@htz.hr www.croatia.hr

# Skål Good News Stories

#### Doing Business Among Friends: putting true values into practice

When Monika Krauthahn, owner of a well-established marketing and sales consultancy and a member of Skål International Dusseldorf, travelled to Florida to open her first US headquarters she was in for a very positive surprise.

In the true spirit of Skål's "Doing Business Among Friends" philosophy, members of Skål International Orlando warmly welcomed Monika and introduced her to numerous valuable contacts in the industry. This led to further concrete talks and new business opportunities.

Together with her teams in the UK, France and German-speaking countries, Monika has already successfully positioned hotel brands such as British Macdonald Hotels & Resorts and the five-star deluxe Aria in Prague, the first European property of renowned Henry Kalan's New York chain of hotels. She is now looking forward to using her business insight to the benefit of future American clients. With over 20 years of marketing and sales experience in the deluxe tourism industry, Monika's expertise is based on her vast industry know-how and an extensive key contact base of European decision-makers, as well as her finely tuned sense for quality and customer service.

She has long-standing relationships with leading tour and group operators, MICE buyers, airlines, tourist boards and DMCs – thus giving her clients a great advantage within the markets.



Monika is pictured during her visit to Orlando with: Mike Dyrland, Past Area Vice President SIUSA; Barbara Kenney, Vice President Skål International Orlando; and Christy Myers, Vice President Huddle International.

> Monika Krauthahn Skål International Dusseldorf

### President helps stranded tourists

While many hotels around Europe were raising their room rates for guests stranded by the Icelandic ash cloud, Ireland was living up to its reputation as a caring and welcoming destination for visitors. Hotels resisted the temptation to increase rates and many actually reduced their charges to stranded guests.

Among those who extended a genuine Irish welcome was Nora Cronin, President of Skål International Ireland and a director of Cronin's Coaches in Cork. She became aware of a group of 72 senior citizens from the US who were unable to return home because of the closure of Irish air space. They were on a Trafalgar coach tour of the country which had just ended when flights back to the US were cancelled.

Their tour directors, husband and wife team Bernard and Sally Creegan, decided that something should be done to make the group's enforced stay enjoyable, so they contacted Nora, who immediately offered to provide a coach free of charge.

Bernard and Sally then organised a series of escorted tours which brought the group to a different Irish visitor attraction every day. The managers of these attractions also agreed to waive all entrance fees.

Doris Hill from North Carolina, who was on the tour, said that the Mespil Hotel in Dublin, where they were staying, reduced their room rate to  $\in$ 40 and provided evening meals for  $\in$ 8.

Lexie Ogden from Los Angeles said that she and her husband would love to return. "I was very surprised at the treatment we received. Even the pharmacists were great. We paid for part of the medicine and, because my husband wanted something in a small quantity, they just gave it to him."

Debby Tharp, who was



accompanying 10 senior citizens from an active retirement community in North Carolina, said the tour guides had been "incredibly kind... Oh man, we could not have been treated any better. It's made my job a piece of cake," she told an Irish Times reporter.

Meanwhile, hundreds of Irish hotels and guest houses have signed up to a Customer Care Charter created by Failte Ireland, the Irish Tourism Development Authority, which guarantees care and fair treatment to all visitors affected by ash cloud disruptions.

> **By Frank Corr** Skål International Dublin







# Torremolinos



Ayuntamiento de Torremolinos www.ayto-torremolinos.org

### GETTING TO KNOW...

### The General Secretariat Team

### YVONNE MANSELL

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#### ACTING SECRETARY GENERAL



Born in the UK, Yvonne worked for two top US companies in Brussels (ITT and Borg Warner) before joining Skål International as a bilingual secretary (English and French) when the association's headquarters was still in Belgium. She moved with Skål to Torremolinos in 1985, and was Acting General Secretary on a previous occasion when

Claude Allegra left the association.

Yvonne and her Mexican partner Carlos live in Churriana, near Torremolinos. Her ideal holidays are those centred on friends and family, in Mexico, the UK and Spain; and, when the opportunity arises, she would like to see more of South America.

As for what has kept her in the Skål team for more than three decades, Yvonne says, "If I didn't like this job so much I wouldn't still be here after 32 years!"

Her responsibilities before taking over as Acting General Secretary included administration and updating of the membership database and invoicing; helping with translations from French and Spanish to English; and attendance at the Skål World Congress on a rotating basis with other General Secretariat colleagues.

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#### DANIEL CERVERA CONGRESSES DEPARTMENT

Daniel was born in Palma de Mallorca, to a Spanish (Málaga) father and English mother, and moved to the Costa del Sol when he was three. He joined Skål International in January 1998 as congress coordinator after gaining a degree in economic sciences and working in the family travel agency in Torremolinos.



His ideal holidays would be spending time with family (he has two brothers and two sisters) and friends, relaxing and reading; and he is keen to return to Japan.

He says the main reason he enjoys working for Skål is the friendship among staff, and working closely as a team.

His responsibilities cover all matters relating to Mid-Year Meetings and World Congresses: general congress administration; handling enquiries; liaising with hotels, convention centres, PCOs and other suppliers; coordinating preparations with the local organising committees; and attending the World Congress.

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#### ANA MARIA VERA FERNÁNDEZ SECRETARIAT AND TRANSLATIONS DEPARTMENT

Ana María was born in Switzerland, to Spanish parents, and after completing bilingual secretarial and commercial studies she put her specialist knowledge of three languages (Spanish, French and English) to good use working in a bank for nearly two years. To perfect her English, she spent six months studying in London. She then moved to Spain and started working for Skål International in July 1995. She married Salva in 2000, and they have two children, Sara (2004) and Raul (2006).

She says she enjoys working for Skål partly because it provides great scope for fine-tuning her language skills but also because of the closely-knit team, who have become friends as well as colleagues.



Her ideal holiday time would be spending pleasant days on the beach with her family; and, when time and family commitments allow it, she would like to visit more of Europe's historical cities – as well as California.

Her responsibilities cover an extensive cross-section of jobs, highlighted by translations from English and Spanish to French of: Skål News; newsletters; press releases; assembly minutes; agenda reports; congress information; legal documents and manuals; PowerPoint presentations; website content; repositioning of Skål; and correspondence between the Executive Committee and Council and the membership. She is also responsible for the photo gallery, Skål development and expansion, twinning of clubs; Grand Prize Draw; (dot).travel; trade fairs; Skål News coordination; compilation of proposed amendments to the statutes; transcriptions of Council meetings and General Assemblies; preparation of material for meetings and assemblies; and attendance at the World Congress on a rotating basis.

### YOLANDA SÁNCHEZ SUÁREZ

#### FINANCE, ACCOUNTING, PERSONNEL AND LEGAL DEPARTMENT

Born in Málaga, where she lives with her husband José, Yolanda gained practical experience in a bank and a local company after graduating from university in business studies, before joining Skål in January 1998. She says she loves working for Skål as it gives her the opportunity to mix accountancy with meeting people from all over the world – and improving her English. In fact, apart from cooking, gardening, reading, hiking and bicycling in the country and in the city, travel is her main "hobby" – she enjoys regular getaways to discover new cultures and people. Still on her places-to-visit list are Japan and Bali, as well as other parts of the US – she has already been to New York. Over the years her responsibilities have expanded from keeping the accounts and dealing with bank matters to preparing monthly reports on the Florimond Volckaert Fund; administering personnel files, contracts and holidays; taking care of all fiscal and tax matters; handling legal issues (including data protection); working closely with the association's auditors; reviewing the Congress budget in conjunction with the congress coordinator; and attending the World Congress on a rotating basis.



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### SANDRA VERA FERNÁNDEZ

#### SECRETARIAT AND TRANSLATIONS DEPARTMENT



Sandra was also born in Switzerland and completed her studies in Spain. She is fluent in the three official Skål languages (Spanish, French and English) and has a diploma in administration and the First Certificate in English.

She first started working at the Skål headquarters in Torremolinos in July 2004 as secretary for the International Federation of Women's Travel Organizations (IFWTO). When a vacancy opened up in Skål's secretariat and translations department, she combined the two jobs, before becoming a full-time member of the staff when the IFWTO departed.

She married Francis in 2007 and they enjoy taking advantage of the Costa del Sol's famed weather, though Sandra would love to visit New York and one day taking a cruise.

What she most likes about working for Skål, she says, is practising her language skills and dealing with people from all corners of the world.

Like Ana María, her duties cover a broad spectrum, in this case translations from English and French to Spanish of: Skål News; newsletters; press releases; assembly minutes; agenda reports; congress information; legal documents and manuals; Power Point presentations; website content; repositioning of Skål; and correspondence between the Executive Committee and Council and the membership. She is also responsible for the preparation of mailings; Skål Boutique; Ecotourism Awards; Club

of the Year Award; Membership Development Campaign; general office administration; compilation of Forms 4 from Councillors; preparation of material for the Congress; and attendance at the World Congress on a rotating basis.

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### ESTHER ROMERO GÁLVEZ

#### IT & DESIGN DEPARTMENT

Born in Sevilla, Esther took the bold step of moving away from home for the first time at 20 and settling in distant New York, where she gained a bachelor's degree in graphic design. During eight years in the US she also spent time working at companies in New York and Michigan. On her return to Sevilla, she worked for various companies, covering the whole spectrum of graphic design: from advertising, posters, logos and websites to the moveable hoardings at football grounds and regional government commissions.

She started working for Skål in April 2006, mainly looking after the office IT, but within six months her all-round skills led to her taking on expanded responsibilities, including a revamp of Skål News. Married to Gabriel since 2009, she is also an accomplished artist, with her work hanging in galleries in Sevilla. Like other colleagues in the General Secretariat, she likes to spend her holiday time relaxing but also loves travelling – and one day wants to visit Japan, being passionately attracted to its culture and cuisine.



her training and experience into practice in a variety of design areas, both paper and online. In fact, she is responsible for the design of Skål News; the Skål Directory; congress agendas; brochures; Invitations; Skål publicity; posters; PowerPoint presentations; certificates; registration forms; letterheads for emails; DVD labels, covers and copies; the 75th Skål Anniversary Book; and the monthly e- newsletter. In addition to general IT duties at the Secretariat, she also updates information on the Skål website, including Preferred Contacts, Membership Benefits and newsletters; creates websites for Clubs, National and Area Committees; and attends the World Congress on a rotating basis.



# EIBTM



# Meetings industry looks to Barcelona event for year-end business confidence

EIBTM 2010 is set to open its doors in Barcelona on 30 November on the back of record 2009, officially audited figures and with a confident outlook on business.

Marriott International have announced they are returning to the event; and other leading hotels who have signed up include GHM Hotels, AC Hotels SA, Iberostar Hotels & Resorts, IHG, Starwood Hotels & Resorts Worldwide, The Rezidor Hotel Group, NH Hotels, Zacchera Hotels, Preferred Hotel Group, Millennium & Copthorne Hotels Plc.

Several exhibitors have increased their stand space including Oman, Uruguay, Visit Scotland, Preferred Hotel Group and Allied Europe, Europe's premier destination management company.

Destinations already committed to the show include Korea, Mexico, Dominican Republic, Costa Rica, Monaco, Qatar, Catalunya de Turisme and Turespaña.

Congresses and convention bureaus are represented by Bonn/Rhein-Sieg/Ahrweiler, Valencia, Taiwan, Iceland, Cuba and Nurnberg.

Other exhibitors recognising the value of exhibiting at EIBTM include Jungfrau Region Marketing AG, Skyteam Global Meetings, Essence of Bali DMC, Kuoni Destination Management SL, Global Events Partners, Liberty International, Exotissimo Travel Group, Creative Travel India PVT Ltd and Cube Technologies.

EIBTM has also attracted such first-timers as Lithuanian Exhibition and Convention Centre (LITEXPO), Principal Hayley and Indian tour operator Incent Tours.

Commenting on the numbers and quality of exhibitors who have committed to EIBTM at such an early stage, Graeme Barnett, EIBTM's new Event Director said: "With 80 per cent of space already taken for this year's show, it is clear that the industry is in an optimistic and upbeat frame of mind as meetings professionals around the world recognise the importance of attending EIBTM to create new business opportunities.

acknowledgement of the show being 'a must attend event', is a great indication of the role EIBTM plays in helping companies achieve their sales and marketing goals." This optimism in the industry is additionally reflected by Hosted Buyer Groups. June Clark, Manager, Hosted Buyer Programmes, comments: "We are delighted by the response from Hosted Buyers Groups who know the value of attending EIBTM in that it delivers return on investment and return on objectives."

EIBTM's professional education programme saw numbers top over 3,000 last year, making it the largest European education gathering of industry professionals; while the Association Programme attracted record attendances from 24 countries, a truly international and cosmopolitan gathering of associations representing an array of sectors.

For more information on EIBTM 2010, whether as an exhibitor, Hosted Buyer or trade visitor, visit: www.eibtm.com

"Marriott International's return to EIBTM, joining so many hotel groups, and their

#### Bob Whitley: embodying the ethos of Skål



At our Skål lunch in May, I did something I thought I would never do. I raised my glass and gave the Skål Toast in memory of Bob Whitley, a long-time member of Skål International New York and President of the Unites States Tour Operators Association.

Bob passed away on 13 May after a brief illness. His zest for travel and passion for life were contagious – he embodied the best of Skål's ethos. And his famous smile lit up every meeting he attended.

Bob will be missed, but his gift to us remains ever in our hearts and minds.

Tribute by James Sorrell – President of Skål International New York

#### Rafael Baña: a true friend of Skål



I had the opportunity of knowing Rafael Baña from my first monthly meetings as a member of Skål International Ciudad de Mexico – 25 years ago.

Rafael was, for me and all our other colleagues in the Skål Club, an exemplary friend. He always had a friendly smile, a jovial and amiable way of dealing with people; at all times he showed us Skålleagues the most genuine sense of friendship – what true friendship really is.

Within the national Skål movement, he was the one who gave the most, always with a solid commitment to working on behalf of and supporting our beloved association.

Rafael was always interested in learning about, respecting and sharing the statutes, philosophy and ideals of Skål with members throughout Mexico.

During Skål's various activities, he was always the most enthusiastic and hard-working friend, be it at the monthly meetings, the get-togethers at home, the trips away, the committee meetings, etc.

Skålleagues in Mexico are left with the warm and affectionate memory of a wonderful friend we are going to miss tremendously. Tribute by Gonzalo Brockmann – President of Skål International Mexico

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