



March 2021



News on Grand Hotels Lux, Guyana,

Jungle Experiences, Las Torres Reserve, Terranova

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VIP MY CLIENTS!



Dear Colleague,

Greetings from Buenos Aires on a lovely (still) summer day!

Although I haven't been vaccinated yet, I'm happy to see how well my neighbors in Chile are doing with their program. Did you know they're leading South America in Covid vaccinations and ranked No. 8 worldwide? As I write this letter, Chile has already vaccinated 20% of its population!

Those numbers — together with remote and uncrowded landscapes like Torres del Paine National Park — make Chile a prime choice if you're looking for an international destination for your clients. Las Torres Reserve has already set reopening dates for the upcoming season and will start welcoming travelers again very soon. All of the campsites are scheduled to reopen on **September 15th**, except for Seron which is opening on **October 1st**. The mountain hostels, refugios and Hotel Las Torres are reopen on **October 20th**. Don't get left out: Secure your reservation soon for campsites, mountain hostels, cabins and the lodge at Las Torres.

Meanwhile, the second edition of our **Re•tlink Travel Virtual Trade Show** is confirmed for **June -10, 2021**. Add those dates to your calendar so you won't miss the inspiring sessions and amazing worldwide exhibitors that will feature again. You will soon receive a formal invite and link to register for the event.

We hope you enjoy the articles, news and information that we have selected for you in the

March edition. Exciting destinations across Central and South America await.

Let's travel the world!

Ana

Jane + Jessie + Jenna + Ana

ORDER BROCHURES

Upcoming Webinars

Today! Mar 17. **Cheli & Peacock Safaris NEW Signature Itineraries** | [Register Here](#)

Apr 15. **All about Las Torres Reserve - Options for all budgets** | [Register Here](#)



News At A Glance

Las Torres Reserve

- **Las Torres Reserve** has just announced **the opening dates for its 2021-2022 season**. All of the campsites are scheduled to reopen on September 15th, except for Seron which is reopening on October 1st. The mountain hostels, refugios and Hotel Las Torres are reopen on October 20th. **Secure your booking** by contacting the Las Torres Reserve reservations department at info@lastorres.com.
- **Hotel Las Torres** has launched the **Puma Encounter Program** for the 2021-2022 season. Embark on an unparalleled exploration with our expert guides and puma trackers... More info such as departure dates, prices and itinerary [here](#).
- **Cerro Paine Reserve, Hotel Las Torres** and **Fantastico Sur** have merged and are now operating under a single name and logo: **Las Torres Reserve**. As part of the merge, a new website has also been launched. The website features all of the offerings on the Reserve, from all-inclusive programs at the Hotel, to trekking circuits and excursions. Visit the **new website** [here](#) and follow them on their new **social media channels**: [Facebook](#), [Instagram](#) and [Twitter](#).

- Check out all of the **marketing materials** you need from **Las Torres Reserve**: photo gallery in high and low resolution, videos, logo and COVID-19 protocols. Click [here](#).

Grand Hotels Lux

- With the **Book Now Travel Later** special offer, you can choose the **Iguazu Falls** as your next travel destination. **Iguazu Grand Resort** is offering a **3x2** promo, a great deal to plan your next vacation at one of the **New Seven Natural Wonders of the World**. More info [here](#).
- Due to the latest government's restrictions in response to the pandemic, **The Grand Hotel Punta del Este** has made the difficult decision to temporarily close its doors until September 2021. Should you need assistance in rescheduling a booking, please send us an email to info@puntagrand.com or call us +598 4249 1234.
- **Panoramic Grand Hotel** in the Iguazu Falls **reopened its doors** on December 4th and are operating normally. New Health & Safety Protocols have been put in place to guarantee the safety of both guests and employees. More info [here](#).
- **Recoleta Grand Hotel** in Buenos Aires has turned its meeting rooms into tv studios...if you're planning a virtual conference, take advantage of the **Recoleta Grand Studio Package**, specially designed to meet the needs of the new normalcy and including operator, technical support, high speed wifi and more! If you're interested in further information or booking your virtual event, please send us an email to sales@recoletagrand.com. More info also available [here](#).

Jungle Experiences

- Book a cruise and **your travel companion gets 50% off!** Reservations valid until July 31, 2021. Travel dates until December 31, 2021. More info [here](#).
- Looking for a **great getaway**? We still have **availability** on some fixed departures in April & May. Cruise the Amazon river during 4 days... More info [here](#).
- We have decided to revamp our image in order to continue offering authentic and inspiring sailings aboard our exceptional ships. Please visit our new website [here](#). Let us know what you think of our new branding!
- **Contact us for discounted travel agent rates** for cruises on Zafiro and La Perla.

Terranova

- Bloomberg says **Costa Rica** is among the **top 2021 vacation destinations**. Read the full article and discover this amazing country where travelers can immerse themselves in nature and leave no trace by clicking [here](#).

- Looking for **special deals**? Get a third or fourth night free, an extra 25% off or a food & beverage credit...We invite you to discover the best of Costa Rica and **take advantage** of these **current promotions**. Click [here](#).
- In response to the COVID-19 pandemic, **Terranova DMC**, the prime Costa Rica travel agency specialized in boutique experiences, has launched **new, private experiences** for those looking for exclusivity and social distancing. More information and sample itineraries [here](#).

Guyana

- In spite of the pandemic we are still hopeful and optimistic that travel will return in droves in Q3 and Q4. We also know, based on research, that we are well positioned for when travel starts again, based on the type of travel experiences visitors will be seeking: nature and wide open outdoor (for the leisure travelers) and reconnecting with friends and family (for the Guyanese Diaspora). With this in mind, we have come up with a series of **Welcome Back to Guyana** videos. The four videos that you can access [here](#), are based on the four main tourism brand pillars for Guyana: Nature and Conservation, Culture, Adventure, and Birding.
- Missed our last webinar "*Explore the Rivers of Guyana*"? Don't worry! You can access the full webinar recording [here](#).
- Missed our last webinar "*Getting to Guyana - With JetBlue*"? Don't worry! You can access the full webinar recording [here](#).
- Guyana Tourism Authority rolls out "**Safe for Travel**" plan. More info [here](#).
- On September 2020, we officially launched the **North American OTT Course for Guyana**. The course has been divided into four modules: Guyana Essentials, Nature, Birding & Wildlife, Culture & Heritage and Community-tourism and Lodges. The course also includes practical advice and information to help you sell Guyana including itineraries and a list of trade-friendly and local Guyanese operators you can book through. We encourage you to [dive into the course](#) and learn more about this singular destination. Did we mention there are prizes for the first 40 agents to complete it?

Emerging Destinations

- Did you know that Argentina is adding **new flight options** from Buenos Aires to Patagonia? Read the full **Insider Travel Report's** article [here](#).



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Join our [Travel Trade Group Facebook Page](#) for insider access to all of our client's trade news, events, promotions, webinars, and more! Feel free to use this forum to ask questions, request information or share insights! All feedback is welcome.

It's not all about incredible Chilean nature. **Las Torres Reserve** offers several half- and full-day tours that feature Patagonia's human history and culture including a "Patagón" time trip excursion that examines remnants of the region's ancient indigenous cultures and a "Baqueano Cultural Experience" that dives into local cowboy ways.



Guyana's Great River Adventures



The best way to truly experience a place is often by taking the road less travelled. So, while most travelers experience **Guyana** by land or air, think about exploring the country's stunning natural beauty by boating on some of the hundreds of rivers and streams.

Five Half-Day Tours in San Jose

Terranova's half-day tours in and around San Jose are a great possibility if you have a few hours between flights, if your departure flight is late, or you're on business and have little free time to experience the beauty of Costa Rica.



Chile Pulls Ahead in the Vaccination Race

Chile has emerged as the clear front runner in Latin America's race to get as

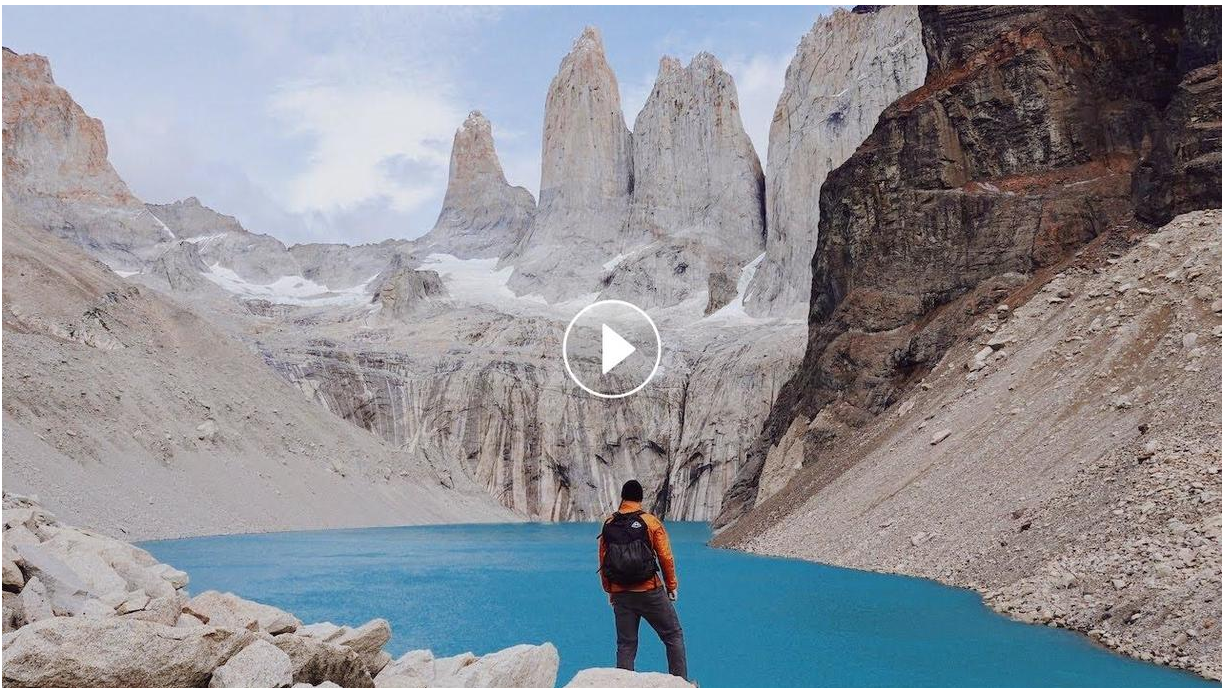
many people as possible vaccinated against Covid-19.

According to the latest figures from the Our World in Data project at Oxford University in England, Chile is currently ranked No. 8 globally for the percentage of citizens who have already received the first shot.



Hiking 80 Miles Alone at Torres Del Paine

Kraig Adams offers an awesome half-hour video on his six-day solo hike along the “O” Circuit and “W” Trail in Patagonia’s Torres del Paine National Park. Anyone can replicate his trip through [Las Torres Reserve](#) and its network of campgrounds and refugios along these epic trekking routes in southern Chile.



Read All About It! Read All About It!



Costa Rica's Buzzy Nicoya Peninsula

Conde Nast Traveler (USA) reports on how a set of forward-thinking creative types are building on the Costa Rican

region's eco foundations.

Quotable quote: "Just 140 miles from the capital, San José, and a motorboat hop from San Lucas is the Nicoya Peninsula, where, over the past two decades, locals and an international nomadic crowd have come together to create a community of nature-loving forward-thinkers. Their home, a verdant limb in the country's northwest, has a string of beautiful beaches and a handful of townships where pura vida (the national mantra for living a simple life) is second nature."

Catch the rest of the story by Chris Moss [here](#).



Want to Hear from us More?

Or Never Again?

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