



Minutes

2. Nordic Board Meeting
By Gonzalo Peluffo

Meeting date: 15. April 2010
Date of minutes: 23. April 2010

Participants:

Hanna Leena Halsas, Karin Gert Nielsen, Fred Wahlstedt, Robert Hallin, Thor Vaz de Leon, & Gonzalo Peluffo

PATA Nordic meeting – Oslo April 15.th

1. All Nordic members welcome to Oslo by Thor and Gonzalo. 100% attendance despite the ash cloud and flight cancellations.
2. Nordic Fam Trips: Palau trip is set to go on May 05th with 10 participants. Very positive feedback from FI & SE. We'll continue to work on the Philippines tour, now combined with PTM in Macau. Still searching for a partner to sponsor flights from the Nordics to HKG. We all agreed on supporting these kinds of activities as they give an added value to our organizations. Karin underlined that DK will not be involved in organizing fam-trips although she will publish invitations in the Danish website. She will discuss best practices with her board on next meeting.
Important to have clear guidelines for fam-trips invites and registrations. Gonzalo will send a draft of common terms & conditions to be discussed by email.
3. Members: The Nordic chapters have slightly different structures for individual and company memberships. Membership fees vary also between countries. No changes suggested as each market is different.
4. Activities: many joint activities were discussed, FI & NO will cooperate on recruiting suppliers to Matka & Reiseliv. Sweden will consider organizing a new Travel Cruise in 2011 and will again set up the PATA Village at TUR11. Denmark will forward invitations for the successful Long Haul Workshop in Nov 2010. We discussed possibilities to cooperate with Discover America, Sweden has tried but D.A. was not interested at all. Synergies between Chapters to offer our services in all 4 countries.
Finland Chapter has made a workshop handbook with main facts and useful information to promote and sell events. Please Hanna Leena forward us a copy when it's complete.
Karin pointed out the importance of establishing contacts with representative offices in Europe. It was also noticed that each Chapter charges different fees for workshop services. We agreed to be transparent on this matter and publish our workshop fees in the respective websites.
Pan-Nordic workshops: The chapter that receives a request for a pan-nordic roadshow/events etc is the point of contact on behalf of all the chapters. One point of sale, one invoice, effective and convenient.

Sweden and Denmark are charging no-show fees in order to avoid massive and repeated no-shows of workshop participants. This must be specified on the invite.

Finland has an online registering system for happenings, other chapters do the registrations manually. Sweden uses young students to assist with various tasks. Their new website www.patasweden.se is up & running.

5. Member benefits: Denmark Chapter will cover the registration fee for PTM10 and hopes to take 10 to 15 buyer members to the Macau. The Chapter has a surplus and intends to re-invest on their members. Sweden offers an yearly scholarship to young promising students or designated people in the industry. Finland has 32 events planned for 2010, they invite speakers and arrange theme evenings for their members. Norway had its first PATA social gathering on the evening of the April 15th. 70 members were invited to enjoy an evening with music, good food, a few drinks and great friends. Hanna Leena and Fred can testify of the Norwegian hospitality
6. Hanna Leena and Karin are nominated for the EU seat at Kuching Annual meeting
7. Next meeting is planned in Copenhagen on November 3rd 2010 – from 12.00 to 14:00 and then we are invited by Karin to stay for the Long Haul workshop at the Marriott in CPH

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