



PRESS RELEASE

**Subject: WORLD TOURISM EXHIBITION JAPAN ASSOCIATION of TRAVEL AGENTS-
JATA-TABIHAKU 2013 (Tokyo - Japan), 12-15/9/2013**

The **World Tourism Fair JAPAN ASSOCIATION of TRAVEL AGENTS-JATA-TABIHAKU 2013** was realized between 12-15 September 2013 in the showroom "Tokyo Big Sight" (Tokyo - Japan), which was attended by 730 exhibitors, 131,058 people visited it, while the number of booths reached the 1,353 .

In this exhibition took part in the framework of the co-financed project **T.P.N.M.** (Tourist Promotion to New Section Markets,) (IPA cross-border program Greece-Albania) , the project partners : the Municipality of Corfu, the Business Innovation Center -BIC of Epirus, the Center for Innovation and Culture "InnoPolis", the Albanian Tourism Organization - ATA and the District of Vlora .

The objective of the abovementioned project is to promote Epirus, Corfu and Vlora - Albania, as a common tourist product to new markets.

"The Booth of TPNM project was widely promoted and visited and attracted the interest of many Japanese visitors who deluged with questions mainly the Greek delegation regarding the destinations of Ioannina and Corfu, but also for others as Athens , Santorini , etc. , "according to the Press Release posted on the website of the Greek Embassy in Tokyo (Office for Economic & Commercial Affairs www.mfa.gr , www.agora.mfa.gr).

The Support of the Greek Embassy in Tokyo and especially of Mr Marios Mathioudakis (Secretary of Economic and Commercial Affairs) and of Maria Karnoutsou (Deputy Chief of Mission) was valuable, as well as our collaboration with the Office of the Greek Tourism Organization EOT Tokyo and Ms. Keiko Aoki (Assistant Director).

It is also notable the hospitality offered to the Members of the joint mission of Greek - Albanian (project partners) by the offices of the Albanian Embassy in Tokyo and the Ambassador Bujar Dida.

In the **press conference** provided by the project partners in the **Japanese media** great emphasis was given to the reasons that attract the Japanese tourist to visit Epirus, but also in combination with Corfu and Vlora .

Furthermore, there were scheduled business meetings with tour operators and there has been participation of the delegation in the International Tourism Forum. As a result, our booth was the interest of many journalists from different media, both domestic and external, and also of agents of Japanese tourism and other markets.

Following you can find tourism related companies TPNM team got in contact during JATA Tabihaku 2013 exhibition through the B2B Scheme.

Contacts realised at JATA TABIHAKU 2013 through the B2b Scheme.

➤ **Company name: Cross Roads**

Representative: Seiji Abe

Position- Managing Director

Address: 5-4-14 Meleki Nakamura-ku-Nagoya-shi-Aichi,Japan

Tel: 052-588-2649, Fax: 052-588-2743, mobile: 090-9711-4991

abe@crtours.co.jp www.crtours.co.jp





Specialises in tours of UAE and the Middle East. Serves middle ages belonging to age group of 20-50. Specialises in Honeymoon, family and couples.
Needs: Tourist operators catering Japan, Hotels, Agents, Guides, How to fly in.

➤ **Company name: JTB**

Representative: Katsutoshi Kabasawa

Position: Senior Manager

Address: IK Bldg.2-24-9 Kami-osaki,Shinagawa-Ku Tokyo 141-0021,Japan

Tel: 03-5719-3110/3120 Fax: 03-5719-3119

e-mail: kkabasawa6620@jwv.jp, www.lookjtb.com

Brings 150000 tourists to Europe but not much to Albania

JTB has own office in Athens and suggests to talk to the office in Athens for any proposal/program concerning the area covered by TPNM. Greece dropped after the demonstrations but this year is making up with an increase.

Untill now arranges tours of 8-10 days in Greece to the following destinations: Athens, Delphi, Kalabaka, Santorini, Mykonos

Approx price per package: 2000 Euro

Company name:Kinki Nippon Tourist

Representative: Otake Shunsuke

Position: Head office Sales Manager

Address: Kinki Nippon Tourist:TTSU Sapporo Bidg,6F,west2,North3,Cuo-ku,Sapporo,Hokkaido 060-0003 Japan

Tel: +81-11-251-2255

Fax: +81-11-251-2288

e-mail: otake872855@knt-h.co.jp

2012 - 300 japanese visitors to Albania via HR. Travel to Albania via Ohrid. Fortuna Trvl subcontracted for Albania and Amfitrion Trvl for Greece.

JATA supported with good offer (prices)

There is definite interest and affection of japanese for Albania as an ex-communist country.

Company needs:

1. Good Photoes
2. Sight info
3. Events- Living Culture
4. Food-Local
5. Itinerary accompanied with road Conditions
6. Cleanlines VI!!!!

Company Name:World Air –Sea Service (cruise section):

Representative:Nobuhiko Fukushima

Position: General Manager of sales Division

Address: 4F Hibiya-Marine Bldg,1-5-1,Yarakucho,Chiyoda-Ku,Tokyo,100-0006,Japan

Tel: 03(3501)4111 Fax: 03(3501)4114

Email: fukushima-nobuhiko@wastours.jp www.wastours.jp

The Project is co-funded by the European Union and by National Funds of Greece & Albania under the IPA Cross-Border PROGRAMME "Greece - Albania 2007-2013"





Company has worked with Greece up to this year. Most busy time of the year is December, January and February. Clientele belongs to agegroup of 60-70. Often organises SI tours like Hiking and Ancient ruins.

Subcontracted company in Japan is Miki which subcontracts Gr. Companies.

Cruises are very popular. Been up to CFU. Company needs to know:

- 1.) Visa status to Albania
- 2.) Traffic from CFU to Saranda & CFU Igoumenitsa
- 3.) More sophisticated cities to see
- 4.) 5* & 4* hotels
- 5.) Company owner is the president of JATA
- 6.) What about direct flights?

Company name:NOE

Representative: Ikuko Beppu

Position: Manager

Address: 1-23-1 Kandasuda-cho-Chiyoda-ku Tokyo 101-0041 Japan

Tel: +81-3-3254-7558 Fax: +81-3-3254-7536

e-mail: ikuko_beppu@noe-j.co.jp

www.noe-j.co.jp

Caters senior citizens 60-70. Group tours. Sells by brochures sent directly to customers and internet based sales.

Cooperates with Albania Express in Albania and Amfitrion in Greece.

Undertaking some changes in the programs of Albania which is not doing well.

Needs support!!!!

Company name: NIHOMBASHI TRAVELLERS CLUB

Representative: Tomoko Takahashi

Position: Manager, Planning & Marketing Division

Address: Nisshokan Bldg.1F, 1-10 Nihombashi-Kabutocho,Chuo-ku,Tokyo 103-0026,Japan

Tel: +81-3-3661-0111

Fax: +81-3-3660-5501

e-mail: takahashi@travellers.co.jp

www.travelers.co.jp

Already working with Albania and added Kosovo in the programs.

Has taken up to 300 visitors to Kosovo from 2009.

Albtours D is the company that cooperates in Albania.

With our participation in the Tourism Exhibition in Tokyo we have received a strong message which assures that with the right approach and cooperation with tour-operators activated in the field of outbound tourism of Japan and with the creation of appropriate conditions, resulting from the real interest of Greek entrepreneurs operating in the eligible areas, proper conditions can be created to form these areas a very interesting and important core to attract the Japanese tourists. Please note that Japan is an important market, from which today we attract as Greece, a very small number of tourists, approximately 25.000 / year. It is worth to try to ensure the greatest number of visits in our region in order Japanese tourists to experience, buy and enjoy the services and products we offer.

TPNM Project Team

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IPA Cross-Border PROGRAMME
Greece - Albania
 2007-2013
 FROM NEIGHBOURHOOD TO PARTNERSHIP



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