



About In2Scotland

In2Scotland is the Destination Management Company department of independent travel agency, The Travel Company Edinburgh. As a DMC we have an office in Edinburgh but our team work flexibly throughout the country as per our clients' requirements. We have a wealth of experience of organising meetings and conferences, events, dinners, transfers, social programmes, incentive trips and much more. For many companies who employ our services we offer additional services to clients who may have organised their conference with a PCO or their in-house team but have sought a local DMC for extra services out-with the conference centre utilising our local knowledge and experience.

For clients appointing a DMC we appreciate that we should be an extension of your team and your 'local experts' so we often work to the time zones and requirements of our clients i.e. phone calls late afternoon or early evening for clients based west of the UK i.e. USA and Canada or early morning for clients based east of the UK i.e. for clients based in Asia. When clients are on site in Scotland our personnel travel to where your event is taking place to ensure you have a local representative on the ground to assist your team.

Furthermore, as part of The Travel Company Edinburgh we can offer a complete travel management service should it be required. We can provide all aspects of travel such as flights, rail, ferries, car rentals, accommodation and visas. Though this may not be a service immediately required by clients appointing a DMC it is an extra service which is available should it be required. Such a service can prove incredibly valuable in case of emergency as we have booked flights on the day for delegates who have had to return home as quickly as possible due to business demands or personal matters.

In2Scotland's Key Personnel

Angelina Fairgrieve



Angelina joined The Travel Company Edinburgh in March 2010 as Head of Sales and is now General Manager. Angelina has over 20 years of sales experience with more than 10 years in the travel industry. Angelina started her sales career spending 12 years with The Mars Group and was then approached to join the sales team at The Gleneagles Hotel as a Global Sales Manager for 5 years. This role involved managing clients and bringing their events to Scotland from all over the world. Clients were based in North America, France, Germany and Switzerland. Events ranged from small sales meetings of perhaps 10 persons to full house exclusive use events over a number of days.

As well as events and activities that were organised on property there were also partner programmes that involved tours around Scotland including off site dinners, shopping, sporting activities and tours of the fantastic scenery that Scotland has to offer. Following this Angelina then joined The Old Course Hotel as Regional Director of Sales after which she joined Camelot before joining a travel management company for 6 years and then working with us. Angelina organises meetings and events all over the world every week for clients as well as bringing groups to Scotland. The events that Angelina manages include: incentive groups; meetings; events and conferences plus VIP bespoke holidays for key corporate clients in Scotland and abroad. Angelina's attention to detail and willingness to take phone calls at all hours of the day make her an invaluable asset to her client's many of whom say they simply couldn't organise events without her. Angelina's experience working in two of the leading resort hotels in Scotland and her experience within travel management demonstrates her attention to detail, quality of service and dedication to ensuring her clients leave Scotland having experienced the very best we have to offer.



Clare Thompson



Clare works as the Inbound Destination Manager for Scotland & the rest of the UK. She has been working in the hospitality industry since the year 2000. Clare Started her career in Manchester working for Malmaison Hotels in the sales department. Her career has taken her through the ranks working with different hotel groups to becoming an Area Director of Sales in the UAE. Her career progressed into working within travel management and destination management with her specialised area being MICE business as she fully understands all sides of the industry giving her a full understanding of every enquiry.

Clare handles the enquiries and requests for proposals received by In2Scotland. She likes to get to know exactly what her clients want from their; incentive, event or holiday to ensure they have a fabulous and memorable experience in Scotland, England, Wales, Northern Ireland or Ireland.

Clare enjoys creating bespoke options for clients whether they are looking for a relaxing time or something extremely exciting or unusual. It is never simply 'a trip' that Clare prepares, she creates unforgettable experiences.

Our Membership Organisations

Please find below details of the travel industry organisations we are members of and a short explanation explaining the purpose of this membership.

Glasgow City Marketing Bureau



As members of Glasgow City Marketing Bureau (GCMB) we have a key network of suppliers and an opportunity to build relationships with other members such as transport providers, hoteliers, restaurants, venues, AV suppliers and more. In addition we can request support from the GCMB for conferences and events.

Marketing Edinburgh Convention Bureau



Similar to our membership in Glasgow we are DMC members of the Edinburgh Convention Bureau (ECB). This membership is an ideal way to build relationships with key suppliers plus many events held by the ECB ensure that we can network with suppliers and buyers and keep up to date with industry trends at their bi-annual breakfast briefings.

Advantage Travel Partnership



The Advantage Travel Partnership is a consortia of independent travel agents which boasts over 900 members, and a combined business turnover in excess of £2bn. This makes Advantage the UK's largest independent travel organisation - an organisation representing the most professional, profitable and dynamic independent agents in the travel industry. This consortia is incredibly valuable to us as an agency as it gives us access to preferred rates due to the volume of business members provide hotel chains, airlines and more. As a result of this we are in a position to offer our clients incredibly competitive rates in the same way global travel agencies can.



IATA



The Travel Company Edinburgh is an appointed IATA agent (International Airline Travel Association). IATA agents have to satisfy IATA, based in Geneva, that they have sufficient financial security and bonding to sell airline tickets on behalf of IATA airlines. Our membership number is 91236132.

Civil Aviation Authority



CAA- ATOL- 9150 - The Travel Company Edinburgh holds a full ATOL licence (Air Travel Operators Licence) ATOL holders are required to satisfy the CAA (Civil Aviation Authority) that they have sufficient financial security and bonding to operate travel by air from the UK.

Association of British Travel Agencies



The Travel Company Edinburgh is a member of ABTA (The Association of British Travel Agents). ABTA members are required to satisfy ABTA that they have sufficient funds and bonding to sell ABTA travel from the UK. Our membership numbers are C7292, J2696, and W9294.

Association of Train Operating Companies



The Travel Company Edinburgh is Licensed under the Association of Train Operating Companies (ATOC) to sell and issue Rail tickets. Our rail licence number is C716.

Institute of Travel and Meetings



The Institute of Travel & Meetings is the leading professional body for buyers, managers and suppliers of business travel and meetings in the UK and Ireland. Our membership gives us a valuable network of members to do business with. Angelina sits on the Scottish committee and we are the first Travel Management Company in Scotland to be invited to do so.

CILT (UK) - Chartered Institute of Logistics and Transport in the UK



This network of members and contacts can connect all CILT members wherever they are in the world and constitutes the greatest resource of professional expertise within our areas of interest.

Institute of Travel and Tourism



The Institute of Travel & Tourism is the only professional membership body for individuals employed in the travel and tourism industry, one of the largest trade sectors in the UK. ITT is dedicated to developing and maintaining high professional standards throughout the industry.



ISO



We hold ISO 14001 and ISO 9001. Please find more information below:

The ISO 14000 family addresses various aspects of environmental management. It provides practical tools for companies and organizations looking to identify and control their environmental impact and constantly improve their environmental performance.

The ISO 9000 family addresses various aspects of quality management and contains some of ISO's best known standards. The standards provide guidance and tools for companies and organizations who want to ensure that their products and services consistently meet customer's requirements, and that quality is consistently improved.

LCC GIN



**Lufthansa
City Center**
In2Scotland

We are the preferred Partner for the LCC GIN network for The UK and Ireland. LCC GIN agencies carry a seal of approval from the LCC Headquarters based in Frankfurt, Germany. This seal ensures that the agencies have the expertise, know-how and infrastructure to provide services within the countries they represent.