
Til: Departementet for Erhverv, Arbejdsmarked, Handel og Energi (ISIIN@nanoq.gl)
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Titel: To those concerned by the tourist law
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To those concerned by the tourist law,

The companies we work with in Greenland (Air Greenland, Hotel Maniitsoq, Maniitsoq Tour Boat, Tulu boat, Travel by Heart...) advice us to send you an email in regard to the new tourist law, as we are all concern to keep the existing business with have all together.

We are a French company who organize, since 2000, heliski trips and ski touring trips for international guests, which represents at least 1500 guests who discovered Greenland through us.

Since the beginning, we have based our business with Greenlandic compaignies. The only think we had to bring from outside Greenland is mountain guides, as they have to be UIAGM (international certification for mountain guides) to get the appropriate insurances for this kind of trip. It is why we have not been able to work with Greenlandic guides, even if we know them well.

Who could therefore create a Greenlandic company for this business ? and what will be the additional incomes that this company could bring to Greenland ? Wouldn't the main risk be to push away the historical operators who have provided year after year all these incomes ?

Our Greenlandic partners fear it. And when we mentioned them to create a Greenlandic company for this business, with or without us, all of them wish to keep working like we have been doing since the beginning, as they do not want to be responsible, in case of accident, for this specific and risky business in which they do not have the knowledge, the control and the specific insurance.

Be aware also that it is no easy at all to bring skiers in Greenland : long trip (2 nights in Copenhagen), air plane tickets expensive, high risk of delate flight in comparison of the other skiing destinations in the world, as Iceland. And this business is depending on the reputation and trust of guests to mountain guides which organize this kind of trip.

In conclusion, we would suggest to go instead in the direction of a reasonable fee per tourist and per day, paid to the community concerned by the location of the activity.

Hoping that you will understand our concern, we of course remain at your disposal if you need any further information or discussion with us.

Best regards,

Marc and Candice



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adventure skiing and helisking to the beach

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