



# Orange County China Office Monthly Activity Report

## December 2018

### I INDUSTRY UPDATE

### A. Economy

A review of the Chinese economy at the end of 2018 indicates it has delivered solid economic results, offering much-needed stability and opportunities to a world mired in uncertainty. Despite external headwinds, China has maintained stable economic growth, minimized financial risks, pushed forward with reforms and fostered new growth drivers for longer-term development. As policy makers map out economic plans for 2019, a review of the country's achievements in 2018 offers a glimpse into where the world's second-largest economy could be heading.

- Stable Growth: China's economy expanded 6.7% year-on-year in the first three quarters, ahead of the government's target of around 6.5% set for the year. The economic growth has stayed within a reasonable range, said Mao Shengyong, spokesman for the National Bureau of Statistics, adding that China will no doubt achieve its full-year growth target. Employment remained stable, with the surveyed unemployment rate in urban areas dipping to 4.8% in November, while consumer inflation was kept at a mild level of 2.2%. In October. In an October forecast, the IMF maintained its projection for China's 2018 growth at 6.6% but cut its global growth forecast to 3.7%, down from 3.9% projected in July, citing rising downside risks to the global economy. China's stable growth came as the country nimbly maneuvered its policy mix, including a proactive fiscal policy, prudent and neutral monetary policy and targeted measures to support small businesses.
- Resilience, Sustainability: Although some November indicators revealed stress in the economy, sifting through the data found strong resilience and indicated a structural shift is afoot. In just two minutes on the country's celebrated 24-hour Singles' Day sale (November 11), shoppers splurged over 10 billion yuan (US\$1.45 billion) on e-commerce giant Alibaba's online platforms. The 24-hour sale amounted to a record of 213.5 billion yuan, exceeding that of Cyber Monday and Black Friday combined. The shopping frenzy underlined strength in China's consumer spending, which accounted for a bigger share of 78% of GDP growth in the first three quarters, up 14% compared with the same period in 2017.





The country's bid to rebalance the economy toward consumption has also received a boost from services, which accounted for 53.1% of GDP in the first three quarters, up from 52.8% one year earlier. Property sales and infrastructure building registered slower growth, but people in China are availing themselves of financial services, healthcare and education, among other services, thereby boosting consumption expenditure. According to the 2018 Global Innovation Index published by the World Intellectual Property Organization, China, whose global ranking rose from 22nd in 2017 to 17th this year, has become the first middle-income economy to rank among the world's 20 most innovative economies.

Shared Benefits: China commemorated the 40th anniversary of its reform and opening-up this year with concrete actions and pledges to further open up, providing more chances for the world to share its dividend growth. It has unveiled measures to broaden market access, improve the investment environment and increase imports. It also plans to encourage foreign investors to enter its financial leasing, auto finance, trust, money brokerage and consumer finance sectors, a move to take effect before the end of this year. To boost imports, China has cut tariffs for an array of products including vehicles, consumer products and industrial goods, lowering the overall rate on imported goods from 9.8% last year to 7.5%. It is estimated the value of China's imported goods and services will exceed US\$30 trillion and US\$10 trillion respectively in the next 15 years. Deals for intended purchases of goods and services worth a total of US\$57.83 billion were reached at the first China International Import Expo (CIIE) which was held from November 5 to 10 in Shanghai. A total of 172 countries, regions and international organizations, and more than 3,600 enterprises participated in the six-day event which attracted more than 400,000 domestic and overseas purchasers.

### **B.** Outbound Travel Market

- Thailand welcomes 10 millionth Chinese visitor in 2018 to Bangkok airport: China is Thailand's largest tourism market with arrivals constituting one-third of overall visitor numbers, government figure showed. From January to October 2018, the number of Chinese arrivals to Thailand totaled 9 million, generating revenue of 495 billion baht (US\$103 billion). The country welcomed its 10 millionth visitor from China on December 19. Chinese remain the biggest contributors to the country's tourism industry, with more than 520 billion baht (US\$103 billion) generated by more than 9.8 million tourists in 2017.
- Over 1 million Chinese tourists visit Philippines in first 10 months of 2018: The Philippines' Department of Tourism said that from January to October this year, the destination welcomed around 5.82 million international tourists. Nearly 1.06 million Chinese tourists visited during the period, making China the Philippines' second largest source market of foreign tourists.





China is second largest tourist source market for Antarctica: The International Association of Antarctica Tour Operators (IAATO) reported that during the 2017-2018 Antarctic tourism season, a total of 51,707 visitors from around the world visited the destination. This included 8,273 Chinese, accounting for 16%, only second to the United States, and nearly 3,000 more than the previous year. Forty percent of Antarctic travel orders by Chinese came from online bookings, 60% through 7,000 offline Ctrip stores and mostly for people living in third and fourth tier cities. Nearly 90% of Chinese tourists chose to take cruises to Antarctica; 1% of them flew directly to the South Pole.

### C. Competitive Environment

- Online travel giant Ctrip suffers US\$6 billion loss in market capitalization: The trade war between China and the U.S. is largely blamed for Ctrip's losses as a result of reduced consumer spending on overseas trips, the company's CEO, Ms. Jane Sun, said. Ctrip expects revenue growth to remain strong even though profits are growing more slowly. Ms. Sun said Ctrip would not change its strategy, which includes investing in initiatives such as chatbots enabled by artificial intelligence to handle customer queries. She said the company would maintain its current staffing levels to control costs. "If (China's) GDP is growing 5%-6%, travel will be up 8%-9%, and we will be double that," Ms. Sun said, adding the China market still had much more room to grow.
- Chinese visa liberalization to generate €12.5 billion spending for EU: The European Travel Commission reported that a full visa liberalization scenario between China and the EU would increase average growth of Chinese arrivals from 7% to 18% per year between 2018 and 2023.
- China leads with 715,300 visitors to Japan in October: Japan National Tourism Organization reported the number of international visitors was up 1.8% year-on-year to 2,640,600 in October, a record high for the month. China was the leading source market with 715,300 visitors (+7.8%), recovering from a 3.8% fall in September.

### **D.** Consumer Trends

China spending on luxury goods to account for half global sales by 2025: Purchases of luxury goods by Chinese made up 33% of the world's total luxury goods sales in 2018, up from 32% in 2017, Bain & Co reported. Chinese shoppers have spent less on luxury goods in the United States this year because many stayed at home. But the Chinese are predicted to account for half of the world's luxury goods sales by 2025. They will spend \$412 billion on luxury items, or 46% of global sales, in the next six years alone, the report said.





- Princess Cruises offers Alipay and WeChat pay on Ruby Princess: Chinese travelers on Ruby Princess have the option to utilize both Alipay and WeChat Pay payment options while shopping in boutiques. This makes Princess Cruises the first and only cruise line to offer both payment options on board a passenger cruise ship in North America.
- Changing nature of Chinese tourist spending: Chinese travelers are allocating smaller portions of their budgets abroad for shopping, a trend that has been apparent over the past two years. That's not to say that Chinese tourists are not interested in buying luxury goods at lower prices overseas, but overall tourist spending behavior has shifted dramatically. Put simply, "wanderlust" or travel experiences are now more important for attracting Chinese travelers. The Oliver Wyman consultancy estimates that average spending by Chinese tourists grew last year by 3.5%, somewhat low when considering the impact of inflation on spending. Non-shopping expenditure by Chinese tourists is now around 66% of total spending, and the share of shopping has dropped by 8% since 2015.

### E. Travel Trends

- Outbound trips by Chinese tourists rise 15% in first half: China Outbound Tourism Research Institute reported that Chinese outbound trips in the first half of 2018 rose by 15% year-on-year to more than 71 million. It believes the overall number will be 162 million by year end, exceeding its forecast of 154 million. The institute reported that more than 78 million of all border crossings from Mainland China ended in Hong Kong, Macau and Taiwan. The other 52% went further abroad, taking close to 84 million Chinese to destinations around the world. Four destinations outside China -- Thailand, Japan, Vietnam and South Korea -- hosted more than a million arrivals from Mainland China in each quarter of the year. Countries which managed quarterly increases in Chinese arrivals of more than 50% included Bosnia & Herzegovina, Cambodia, Croatia, Cyprus, Georgia, Greece, Macedonia, Montenegro, Nepal, the Philippines, Serbia and Turkey. Spending by Chinese tourists from Dalian, Suzhou, Shenyang, Chengdu, Fuzhou, Zhengzhou, Xian and Xiamen ranged from about 6,800 yuan to 7,800 yuan per person (US\$982-1,127), a "clear" increase from last year's holidays, according to Ctrip.
- Snow, beaches vie for holiday travelers: Tourist destinations featuring snowy scenery or tropical landscapes are in a tight race to attract New Year's guests. Winter, and especially the year's end, used to be a slack season for tourism. However, reservations of packages for Christmas and New Year's Day holiday have seen a year-on-year rise of 30%, with the last two days of the year expected to see a travel boom, according to Lvmama. Among overseas destinations, Japan, which is famous for snow scenery and thermal springs, and Thailand, with an attractive warm climate, are the top two popular destinations for Chinese travelers for the New Year's Day break,





according to Tuniu.com. They are followed by Singapore, Vietnam, Malaysia, France, Italy, Switzerland, Indonesia and Germany.

Chinese set to leave home for CNY holidays: Leading OTA Ctrip, one of the biggest platforms for travel products in China, reported the top 10 most visited countries by Chinese tourists in the coming holiday season will be Japan, Thailand, Singapore, Australia, Vietnam, Indonesia, the United States, Malaysia, Philippines and Italy. Following two major themes, Chinese tourists seeking ice and snow will go to Alaska, Northern Europe or Canada. Those seeking heat and sunshine will head for Egypt, Turkey, Japan and Spain.

### F. Media Trends

- Political tensions influence Canada's activities in China: Destination Canada and its partners have decided to "temporarily pause or postpone" their "current marketing efforts in China" due to political tension over issues with technology provider Huawei. The action is the latest fallout from the arrest earlier this month of Huawei executive Meng Wanzhou. China is the biggest tourism source for Canada's Northwest territory, according to the region's Department of Infrastructure, Tourism and Investment.
- Egypt expects more Chinese tourists in near future: The number of Chinese tourists is on the rise in Egypt. The Red Sea resorts in Egypt have been working hard to attract Chinese tourists, said Ahmed Abdullah, governor of the Red Sea province. He attributed the large number of Chinese tourists to the visits of the two countries' top leaders and their instructions to promote the exchange of tourists. Abdullah pointed out that many hotel staff will be given Chinese language courses for better communication with tourists. Negotiations to arrange the courses are underway with the Chinese consulate.
- China Ready initiative lets Scotland woo tourists: Chinese visitors spent more than 44 million pounds (\$55.7 million) in 2017 and Chinese tourist revenue in Scotland has risen by almost 350% in a decade, according to tourism agency VisitScotland. Mandarin signage and Chinese-language posters are dotted around popular tourist spots in Edinburgh, where busloads of Chinese visitors explore and enjoy the sights. Scotland has been on the radar for Chinese visitors for a long time, the agency said, but the growth in air connectivity through new routes, including the direct route between Beijing and Edinburgh launched in June, has helped boost the market, making it easier for Chinese to travel to Scotland.

### G. Airlift

• China Southern Airlines in codeshare agreement with Finnair: China Southern has signed its first MoU with a Nordic airline, Finnair, enabling it to fill the 'white space' in its network in Northern Europe. Under the





agreement, passengers of both airlines will be able to conveniently transfer to 15 cities in Europe, 8 cities in China and 8 cities in Australia and New Zealand via Helsinki and Guangzhou.

- China Eastern Airlines launches Xi'an-Madrid direct flight: China Eastern Airlines on December 11 started a direct flight between Xi'an, capital of Northwest China's Shaanxi province, and Madrid. The route will be operated by an Airbus 330 twice a week.
- Hainan Airlines starts Xi'an Los Angeles service: The first air route from Xi'an to Los Angeles will start on December 31, run by Hainan Airlines. It will be the only continental air route departing from Xi'an to America. Hainan Airlines will also launch services to Los Angeles from Changsha, Chongqing and Chengdu.

### II. ACTIVITY UPDATE

- A. Travel Trade Marketing Major Sales Calls and Activities
- A-1. Major Sales Calls



### Meeting with Beijing Musical Instrument Research Institute

OCVA Beijing Office met with Mrs. Wei Wang, the institute's deputy director, to discuss music-related visits to Orange County. It is the only musical instrument research institute in China. Mrs. Wei is very familiar with Anaheim through the company's attendance at the annual Musical Instruments Exhibition in July every year. She has visited Anaheim many times but only to attend the exhibition and is not so familiar with OC. Having not done any extensive visits, she would like to know more about music and art activities to visit during this year's exhibition. OCVA introduced Laguna Beach and Segerstrom Center for the Arts and suggested booking for a show. It will keep in touch with Mrs. Wei.







### Meeting with World Music Culture Museum

OCVA Beijing Office made a sales call to Mr. Jingxuan Zhang, curator of the World Music Culture Museum which is independently owned by the Dalian Group. The museum has nearly 2,000 music-related objects in its collection and 300,000 classical music records. The items have been sourced from collections around the world. Mr. Zhang advised the museum conducts many activities in Dalian and other cities and as these grow it will expand overseas to study foreign musical culture and spread the sounds of Chinese music. OCVA Beijing gave a targeted briefing about musical activity in Orange County and welcomed the museum's representatives to visit. OCVA Beijing will continue to follow up.



### Meeting with Wannar.com

OCVA Beijing Office had a sales meeting with Mr. Mengyu Lee, COO of Wannar.com which is headquartered in San Jose and is one of the best-known booking platforms for United States, Canada, and Europe travelers. It has established strategic partnerships with hundreds of domestic suppliers in the U.S. and Europe and provides a complete range of customer travel services, from research, planning, and purchasing travel products to guided and short-term tours, activities, hotels, and car rentals. It is also interested in working with attractions and day tour providers and raised interest during OCVA's presentation in whale-watching tours. It is seeking a competitive rate to sell them direct to customers and through business travel links. OCVA Beijing provided Mr. Lee with contact information for whale watching at Visit Newport Beach. OCVA China will keep in touch for further follow-up.



### Meeting with V.fine Music

OCVA Beijing Office had a great meeting with Mr. Andrew Yang, music business manager of V.fine Music, a leading online music copyright licensing platform in China. It is affiliated with Beijing Yinwei Cultural Media and is devoted to providing a platform for the exhibition, exchange and sale of musicians' work at home and





abroad. It is particularly focused on improving the commercial value and exposure of original music works. OCVA Beijing introduced relevant aspects of Orange County that would be suitable for collaboration. Mr. Yang lived in San Francisco for several years, visited Orange County, is tuned into the music festivals and surfing culture and would welcome OCVA creating opportunities and activities. OCVA Beijing also introduced the Segerstrom Center and musical shows in Anaheim. It will follow up on requests from the company.



### Meeting with Meituan.com

OCVA Beijing Office met the PR director, Mr. Wang Li, of Meituan.com whose vacation business is mainly based in Shanghai. He is focused on coordinating external resources and maintaining relationships with governments and other partners in Beijing. The Beijing branch is committed to increasing international hotel online sales and Mr. Wang Li offered support to OCVA to contact relevant divisions. OCVA Beijing will keep following up.



### Meeting with CCT

OCVA Beijing Office introduced new destination activities and provided a briefing about the OC itinerary during its meeting with CCT's tourism resources manager, Ms. Crystal Zhao. The activities included Star Wars Park which Disney will open next year. Ms. Zhao said the agent was sending a lot of travelers to the U.S every year, especially to Los Angeles area, and OCVA encouraged it to send more to OC in the future.

### Meeting with South Coast Plaza China Representative





OCVA China met Ms. Sarah Zhan, marketing manager of South Coast Plaza in China, to emphasize that trade partners are planning Chinese New Year product activities and want to know what the Plaza is scheduling. Ms. Zhan gave a Plaza briefing to OCVA recently and will send an update focused on CNY activities.

### Meeting with Klook

Klook is an expanding OTA based in China and sending customers to east and southeast Asia, including Korea, Singapore, Japan, and Malaysia. It plans to send more FIT travelers to the U.S. and Europe and increase market investment in mainland China. OCVA Guangzhou introduced the various resources of Orange County and encouraged Klook to consider a co-op in 2019 to promote Orange County through consumer activities such as offline seminars and online sharing salons.



### Meeting with Successway

OCVA Guangzhou attended Successway Shenzhen's roadshow attended by around 800 retail store representatives based in South China. It enhanced awareness of Orange County by displaying the banner.



### ■ JD.com In-house Training

OCVA Beijing office delivered in-house training to about 25 staff of JD.com. They were introduced to the travel trade resources in OC and beach fun, theme park entertainment, Nixon Library and outdoor recreation was highlighted. The information will greatly help the front desk staff to more deeply understand OC and to better advise consumers. JD.com's marketing manager advised the company will further develop its overseas travel





business next year so there will be many interesting opportunities to collaborate. OCVA Beijing set up a postholiday meeting and future collaboration will be discussed.



### Training for Galaxy Tour

OCVA China provided destination training to staff of Galaxy Tour, highlighting tourism resources including hotels and resorts. The aim was to enhance the understanding of operations and product managers so they could recommend and promote Orange County to group and business travelers.



### China International Music Industry Conference

OCVA China promoted the destination's abundant musical attractions and features at the 6th China International Music Industry Conference at Crown Plaza from December 18 to 23. The organizers provided OCVA with a free booth. The National Centre for Performing Arts, Beijing Tianqiao Performing Arts Center, other artistic companies, plus media publishers and companies such as Tik Tok, Migu Music and music video platforms attended. The conference featured industry talk sessions and promotions.







### • IPW 2019 China Roadshow

The 2019 IPW China Roadshow to Shanghai, Chengdu and Beijing from December 3 to 7 included representatives of IPW, Brand USA, Visit California and Visit Anaheim. Cherrie and Maxine represented Anaheim tourism, introducing the destination's rich tourism resources, its preparations for IPW in 2019 and its welcoming invitation to trade partners to visit.



### Club California Chengdu and Chongqing sessions

OCVA China participated in the Club California Chengdu and Chongqing sessions. About 10 dominant agents from Chongqing and Chengdu participated in the program. OCVA China delivered a presentation and held oneon-one discussions with travel trade representatives. A highlight of the sessions was the emergence of tailormade agents in the two markets, where local people prefer quality and themed products and want to explore indepth tours with luxury hotels. OCVA China discussed marketing promotions with agents in each city to generate more overnight visitors to OC.







### **OCVA December 2018 Media Call**

Meeting with 'Fresh New' magazine

OCVA China had a meeting with Ms. Angela Zhang, editor-in-chief of Fresh New magazine which publishes high quality content with a celebrity focus. It features stories about new trends and high profile brands. Ms. Zhang helped to publish an 8-page feature story highlighting The OC in its news pages.

### **OCVA November 2018 Media Clippings**

**PR Coverage**: In November 2018, Orange County China secured PR coverage with an estimated AD value of CNY3,836,448 (US\$560,000) on an unpaid basis with 43 pages and 5,100,000 impressions in the following media:

Media: Youku.com
 Date: November, 2018
 Genre: Online video
 Circulation: 300,000

Value: \$20,000

■ Page: 1 page

Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists

Link: <u>http://v.youku.com/v\_show/id\_XMzgzOTM5NjAyMA==.html?sharekey=7de2ad48dd56507ae284</u> <u>77c79a4fb8945</u>

### ■ Summary:

Delegates from the Orange County Visitors Association (OCVA) in Southern California visited four Chinese cities in September with an invitation to visit the region known around the world as The OC. The tourism delegation, led by OCVA President and CEO Ed Fuller, took its welcome message to Shanghai, Beijing, Hangzhou and Shenzhen, holding a series of press conferences and meetings with officials at top travel companies, including Ctrip. Joining the delegation were major players in the region's tourism





industry, including: Orange County Visitors Association, Visit Newport Beach, Visit Anaheim, Travel Costa Mesa, Visit Huntington Beach, Disneyland California, Newport Beach Marriott Resort & Spa, and Hilton Anaheim.



- Media: Shanghai Wow
- Date: November, 2018

Genre: Website 

- Circulation: 200,000
- Page: 4 pages
- Value: \$40,000 Title: Delegates from Orange County, California undertake "Welcome" mission in four Chinese cities for fifth year in a row

Link: http://www.shanghaiwow.com/news/detail/id/10416 

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## 南加州橙县连续五年在中国四大城市举 办"欢迎"推介会

2018年11月27日

来自南加州糧县现光协会(Orange County Visitors Association)的代表团于今年9月在中国 4个城市举行推介会。并带来了"欢迎"讯恩邀请中国游客前往世界离踪目的地"糧县(The OC)"。该代表团由糧县观光协会首席执行官富载荣先生(Mr Ed Fuller)率领,分别在上 海、北京、杭州和深圳举行媒体见面会。并与主要旅行社如携程等旅业精英进行深入会面交 流。



"種最親光协会已积极在中国持续投入5年,我们觉得自己真正理解中国游客在加州旅行需要 什么。"富毅荣先生表示:"今年的欢迎推介会是我们继续向中国的旅游合作伙伴展示權具 (The OC)所提供的服务和机会,也是我们从他们的专业知识中总结出可以继续深入去做 的事情,从而让中国游客在我们的地区有宾至如归的感觉。"







本次代表团成员包括橙县观光协会 ( Orange County Visitors Association ) 、 纽波特海道旅游局(Visit Newport Beach)、 安纳海姆旅游局(Visit Anaheim)、 科斯塔 梅萨旅游局(Travel Costa Mesa)、亨廷顿巡滩旅游局(Visit Huntington Beach)、加州 迪士尼乐园 (Disneyland California), 细波特海滩万豪酒店 (Newport Beach Marriott Hotel & Spa ) 以及安纳海姆希尔顿酒店 (Hilton Anaheim )。本届2018年中国路演有8位旅 游会展局及酒店代表参加,这也是该团在中国开展营销活动的第5个年头。休闲旅游、小团 队游和金展旅游仍然是橙县观光协会关注和推广的重点。



"这次推介会对我们每个成员是一次重要契机。"安纳海姆市旅游局首席执行盲及橙最观光协 会董事会主席Jay Burress说:"在过去的5年里,橙县在中国建立了坚实的基础。我们一直渴 望与旅行社和旅行社合作伙伴见面,借助他们,我们可以向更多中国游客展示和分享播展的 故事。



自2013年在北京和上海开设办事处以来,中国已成为南加州侵县的首要海外客源国。中国是 赴加州旅游的最大海外市场,2017年中国赴加州旅游人次达140万,游客支出达31亿美元。 橙县现光协会设立了中文官网http://www.visittheoc.org.cn/提供最新目的地信息;还可关注 橙县官方做信"加州橙县旅游局"了解最新活动资讯并参与互动;或访问橙县观光协会官方合 作伙伴"携程网"获取更多灵感并预定。

没有更多内容了



Media: Xinmin Evening News ■ Date: November, 2018 Genre: Website Circulation: 400,000 Value: \$10,000 Page: 1/6 page 





### Chinese cities for fifth year in a row

Link: http://xmwb.xinmin.cn/xmwbzone/html/2018-11/28/content\_6\_4.htm

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Media: Tatler	Date: November, 2018
Genre: Website	Circulation: 200,000
Page: 3 pages	Value: \$30,000

- Title: Delegates from Orange County, California undertake "Welcome" mission in four Chinese cities for fifth year in a row
- Link: <u>http://www.shangliutatler.com/life/orange%EF%BC%8D1203</u>

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首页 > 生活 > 南加州橙县谍球五年在中国四大城市举办"欢迎" 推介会

# 南加州橙县连续五年在中国四大 城市举办"欢迎"推介会

層構認光防命(OCVA)代表加州簡謀統辦业界的700个金贯,是获取天于優員 34个市構結書信載的主要逐漸提供者, 撤县以其作为世界著名主题公园的政乡, 无以匹敬的聯始天望, 42 英里旗主恐怖地球, 闻名置近的海浦建酸胜地以及从决 上运动對世界現表演艺术等无以计数的各种活动而得到全球以可,而覆晨现光协 会则层層最近一品牌的管理者问题考着。

By millTatler on Dec 03, 2018

### 😽 💁 🖿 🕈 🔤 🛨

檀县观光协会(OCVA)代表加州橙县旅游业界的:∞○个会员,是获取关于橙 圓34个市镇旅客信息的主要资源提供者。橙县以具作为世界著名主题公园的 故乡。无以匹数的购物天堂、42英里原生态海岸线、闻名遐迩的海滨度假胜 地以及从水上运动到世界级表演艺术等无以计数的各种活动而得到全球认 可,而檀县观光协会则是橙县这一品牌的管理者与服务者。



前不久,来自南加州橙县观光协会(Orange County Visitors Association)的代 表团在国内4个城市举行推介会,并带来了"欢迎"讯意邀请中国游客前往世界 高端目的哈"橙县(The OC)"。该代表团由橙县观光协会首席执行言富毅荣 先生(Mr. Ed Fuller)奉领,分别在上海、北京、杭州和深圳举行媒体见面 会,并与主要旅行社如携程等旅业辅英进行深入会面交流。



本次代表团成员包括橙县现光协会(Orange County Visitors Association)

、钮波特海滩旅游局(Visit Newport Beach)、安纳海姆旅游局(Visit Anaheim)、科斯塔梅游旅游局(Travel Costa Mesa)、李廷顿海滩旅游局 (Visit Huntington Beach)、加州油土尼乐园(Disneyland California)、组波 特海滩万豪酒店(Newport Beach Marriott Hotel & Spa)以及安纳海姆希尔顿 酒店(Hilton Anaheim)。本届2018年中国路演有8位旅游会展局及酒店代表 参加,这也是该团在中国开展营销活动的第5个年头。休闲旅游、小团队游 和会展旅游仍然是慢县观光协会关注和推广的重点。



"这次推介会对我们每个成员是一次重要契机。"安纳海姆市旅游局首席执行 官及橙县观光协会董事会主席Jay Burress说:"在过去的5年里,橙县在中国建 立了坚实的基础。我们一直渴望与旅行社和旅行社合作伙伴见面,借助他 们,我们可以向更多中国游客展示和分享橙具的故事。"







### 😽 🔁 🖿 🕈 🔤 🕂

- Media: iQiyiDate: November, 2018Genre: Online videoCirculation: 300,000
- **Page**: 1 page **Value**: \$20,000
- Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists
- Link: <u>https://www.iqiyi.com/v\_19rr4wsjn0.html</u>

### ■ Summary:

Delegates from the Orange County Visitors Association (OCVA) in Southern California visited four Chinese cities in September with an invitation to visit the region known around the world as The OC. The tourism delegation, led by OCVA President and CEO Ed Fuller, took its welcome message to Shanghai, Beijing, Hangzhou and Shenzhen, holding a series of press conferences and meetings with officials at top travel companies, including Ctrip. Joining the delegation were major players in the region's tourism industry, including: Orange County Visitors Association, Visit Newport Beach, Visit Anaheim, Travel Costa Mesa, Visit Huntington Beach, Disneyland California, Newport Beach Marriott Resort & Spa, and Hilton Anaheim.



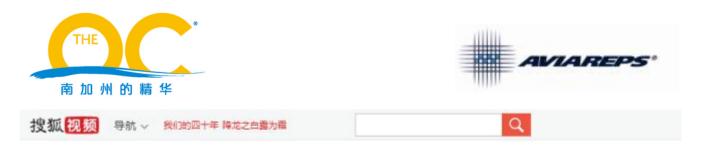




- Media: Sohu
  Date: November, 2018
  Genre: Online video
  Circulation: 300,000
- Page: 1 page Value: \$20,000
- Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists
- Link: https://tv.sohu.com/v/dXMvMzI3NzQ4Njk3LzEwNjU5OTU3OS5zaHRtbA==.html

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橙县观光协会董事长富毅荣:为中国游客提供极致的旅游服务



Media: QQ.com	<b>Date:</b> November, 2018
Genre: Online video	Circulation: 300,000
■ Page: 1 page	■ Value: \$20,000

- Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists
- Link: <u>https://v.qq.com/x/page/p07203q94jv.html</u>

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Media: Meipai.com	<b>Date:</b> November, 2018
Genre: Online video	Circulation: 300,000
Page 1 page	<b>Value:</b> \$20,000

Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists

Link: <u>https://www.meipai.com/media/1048414797</u>

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Media: 163.com 

- Date: November, 2018
- Genre: Online video Circulation: 300,000 Value: \$20,000
- Page: 1 page
- Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists
- Link: http://v.163.com/static/1/VWRQ02U0U.html

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- Media: 365yg.com
- Date: November, 2018
- Circulation: 300.000 Genre: Online video Value: \$20,000
- Page: 1 page
- Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists
- Link: http://www.365yg.com/i6605830758693077512/#mid=1587814012032013

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橙县观光协会董事长富毅荣:为中国游客提供极致的旅游服务

Media: Tudou.com	Date: November, 2018	
Genre: Online video	Circulation: 300,000	
■ Page: 1 page	Value: \$20,000	





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植县观光协会董事长富毅荣: 为中国游客提供极致的旅游服务

Media: UC.cn	Date: November, 2018	
Genre: Online video	Circulation: 300,000	
Page: 1 page	Value: \$20,000	
Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists		
Link: <u>https://mparticle.uc.cn/video.html?uc_param_str=frdnsnpfvecpntnwprdssskt&amp;wm_id=33cd56176e</u> 57478d8ae4b922284ddec5&wm_aid=288c9910c1654154bde0f013c98aec42		
Summary:		

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### 橙县观光协会董事长富毅荣: 为中国游客提供极致的旅游服务

Media: sv.baidu.com

**Date:** November, 2018

**Genre:** Online video

Circulation: 150.000

■ Page: 1 page

■ Value: \$20,000

Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists

### ■ Link:

https://sv.baidu.com/videoui/page/videoland?pd=bjh&context={%22nid%22:%223644107235207 919772%22,%22sourceFrom%22:%22bjh%22}&fr=bjhauthor&type=video

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Mesa, Visit Huntington Beach, Disneyland California, Newport Beach Marriott Resort & Spa, and Hilton Anaheim.



Media: share video	<b>Date:</b> November, 2018
Genre: Online video	Circulation: 150,000
■ Page: 1 page	■ Value: \$20,000

Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists

# Link:

http://share.xk.miui.com/?ckey=share/#/homePC?videoId=987769bab0242070ee96853c8986a9f3

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Media: miaopai.com	Date: November, 2018
Genre: Online video	Circulation: 200,000

Value: \$20,000

■ Page: 1 page

Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists

### Link: http://www.miaopai.com/show/uTHGldG8dw3ynUFdfTSFtIs8sNkSMTdQHJ9Afg\_\_.htm

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# 橙县观光协会董事长富毅荣: 为中国游客提 供极致的旅游服务

- Media: post.mp.qq.com
- **Date:** November, 2018

Genre: Online video

Circulation: 300,000
 Value: \$20,000

- Page: 1 page
- Value: \$20,000
- Title: Interview with OCVA President and CEO Ed Fuller: providing exquisite travel services to Chinese tourists
- Link: http://post.mp.qq.com/kan/nvideo/201696372-0485bac9fcc308ao-22ucy.html? wv=2281701505&sig=e063013f4a9ce605b8dc03112ba7b1cb&time=1538041220

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Mesa, Visit Huntington Beach, Disneyland California, Newport Beach Marriott Resort & Spa, and Hilton Anaheim.

📀 QQ看点



- Media: Ctrip Global Destinations
- **Date:** November, 2018
- Genre: WeChat
- Circulation: 200,000
- Page: 8 pages Val
  - Value: \$80,000
- **Title:** I and the OC authentic foods have a date!
- Link: <u>https://mp.weixin.qq.com/s/JddDVoO2Kv9SqgsbEgJHjw</u>

### ■ Summary:

Orange County hosts the world's first Disneyland, with exquisite castle, beautiful princess and elegant prince. Everything is like a fairytale. Orange County is adjacent to the deep blue ocean, soft sands, pure blue sky and endless beaches. All the scenery has a joyful color. And Orange County is also a paradise for food. You can find all kinds of restaurants with diversified food styles here and they can appease any critical taste buds.





我和橙县美食,有个约会! ###全球#########





注意、保障時世界上第一部Disney年高 福祉的地域。実際的公主もの代謝的王子 一切に算知む 注意、特征希鮮法学校的海球 和初的分子、干净的混子化で最初海球 所有的最高級等時の人類特別也有 に最高時学園合成分子云集在此 予以的政務一部的第二方式完成工程 影響口時一次協力の had

种此之外,兼原的**期期三文集**也相当有在,几乎非常产产都会制作过速率。因为将近主产地的原因,这里

的三文集內所業政結束,解剖可口,但这根據的制法后,三文集质深留了新鲜的口服,又用著识别的相编神,



%然,burgers也在美国的城南上台湾南不可接近的地位。无论在城厅还是在非国的小弹上,仿朝可以看 影响神话和时边记道,图果关举的首忙也不一用足,这家位于罗拉杨朝目(Hunthigton Harbour)的记忆后间 Table,内面ι南铁铜和位置都高档。因为上来的食素是由他的社区国际,所以城厅的英格兰格和由美用,你可 口在上面的背容种小盘,已经出现了道,他就已有一种最多道面的一



批生物的口感要要加新造,是非常遵持一致的实现。



墨西田草



美餐

好不容易未到美国,自然要最无后回由地的性美丽。如何拥有通子执掌的当件,而水亢进、职火充 远、土寨肥大,因此这里出户的食材不仅半窗,口袋还相当的不像。

在美国城镇,草果一般标列的花、活和沙拉、主菜、副品巴的原用剂,大家只要经新菜单副就和纽利 用到一顿半面的大鲜了肉。

※于主席方面、属於地牛婦的幣放員千万不要穩定這次的机会了。Orange Hill Restaurant造用的牛 律用美物运行了IFF/總面完整、保证例如用制用手+、再保配上包用的造料。每一口基果打理量的意义: 用且应用程行运用在以顶上、任外包制、包括利卡增利面料(Catavina)的最色都浮在建高,注意果果,大 事常用美面包(他自然中在是最短短的大了)





國西部五条例(tacos)和時內營會加州人最高的的資助之一,未到總計的內又否示總好情況了 投約器的五米原点上常加作業的的任何負於一一主菜、詳愛、四副戶、申瓜、五米、丟土、干菜、魚 肉、指肉、本內每等,最后再涂上一型最高的历话成功论,一〇下去收获消消的感动1元必是素食业 又會还是內含銀行會,蒸四新五米的新能向奧加解決估的的高字1

Javier'LE家连锅餐厅相加值得推荐,它在桌里有松声的分词,Newport Beach、Swine、John Wayne Alsport操机技巧也有一家。且家庙站餐厅用整西新桌梯方式开创了不少市场,离解晚主帮, 口味很高级场,有外递记教友不动一成。

意大利荣







意大利菜也是希如州人民喜欢的饮食之一。意大利菜茶以及鲜作出料,辅以牛、苹、蒲、黄、鸡、

每、香菇、黄瓜、萝卜、菁油、大头菜、香甜芋菜、撒大树和瓜酿品是大家最增速被运的原大和菜店,但

盖文翰等海鲜菜品在意大利爱馆的菜单上都被批判。White House作为一里意大利牛排屋,早品纸丰富又

中部

派别来意,又忽起少了我们大中华的荣誉《在世界的大乐小巷,在都能找到中国省馆的母亲--

茶城厅, 但得读极浓, 卷式早茶油, 海豚酒味, 小笼包器食馆还有食味入味的川葱酥碎发浓,所有的黄金

BB

▲ Name Landa 電加州有提升移用过来的日本人,提出也带动了日料在這一带的兴旺。參加層要專題(Californi Roll)就是採還業業人民的日体改良半的等回卷,也以牛油素型化了有為,并加人聲內和青瓜卷在一起。

最终没典型把滚带着在中间,能成反管,最先轻微数深时的不便,这一家使得带动得到美国人的接受并在

美国政治室行,经常大学理察政治会生和考问的课,ShunkarkONana San证则学习科政的创造下编。 至于投票,Hakata Tekousha创出最比较有口碑,虽然这家这内的完善比较差单,像介创也来问来当

內數左右。但是它允许會會自主法採業条約单款程度和活成的活筆程度,这个條件可以這是相当个性化

回家日为地理(MANDARDN KING)的報行目10月4年开立以来,已经为Laguna Beach的建有提示 了15年的報告部時,特別集歩業等中が約月留日第的常見就は常道会年回夏,這里提供得的的时间,比較 業業,整年時,正有由市中的,比較質問,適身暫仁,当然也应用制責加入了素加州的同味,能够適望

補祥,正播供柴坦十分说人的相高,算尊庙取为五勤量。

14日20日世間K2014の

应有尽有,只有疗法不到,没有疗想不到!

71

我、奶油每仁,大家如果将会家里的味道了,随时都可以跑去一面口道(



因为前面移用众多的原因,越南岸也像像成了如何的一种特色。进了越南城厅,越南围是一些展动的 兼直11也的牛肉活用以或都味为主,就配新新的牛肉、牛都,牛肚,只是跟起来就已经让人食加大动!如 果大家如得同你一碗未知大都过的话,其他的小食如春香、饺子似不动一切纸!

#### 体激液

10日本一千津墨倉化小部点、不明泉地了。只是看到、白嘴部仔修要飞起来一样十百世景、你可以是 职信多点相接致。口想也想加得的起意味!如果不靠双头的问题等待,那就完治法都变得「百世界」随任 常见Afters (se Cream的那種)(Taulin, Costa Mesa, Fountan Valley, Fullerton 和 Invine 拉男准 博),他们常的高文章联号推出教育的目前,或者,你也可以在干的包里来一切法事法,一口下去,感受 通知的条纹和如果的自然和来有)



Addees Ice Cream年的在本面准

10.02



#### ▲ 任然的海豚繁新酒和黄素内商

単年的5月,這連接專連新会举行一年一貫的賽電資和兼會共產,包這期间,局佔的報行不仅会向於 供訪人數值內無時的機構,还会在这条約目標為人们描示大型に的常任果准!豐重放人心的是。这个只再 的招牌這当一—Grand Tastling Pavilian,非自40年家報行的大型に描心偏相試地早期,聚年大量更希望 供大家品質與同,而由日布有的收入解培会捐给整整约約1



-海北





Media: Ctrip FIT

**Date:** November, 2018

Genre: WeChatPage: 6 pages

- Circulation: 300,000
  Value: \$60,000
- Title: Shopping in the OC, elegant battle of women
- Link: <u>https://mp.weixin.qq.com/s/3dOyL3uPkNEoycj8vDB6-w</u>

### ■ Summary:

Famous for many shopping centers, Orange County has attracted thousands of tourists to go shopping. Today we're going to introduce four popular shopping centers in the OC: South Coast Plaza, Fashion Island, Irvine's Spectrum Center, and The Outlets at Orange. Shopping is like an elegant battle of women and a wise woman knows where to shop.





在橙晷购物:这是女人们一场优雅的血拼





位于美国如何指衫机肉与至地亚斯肉之间的母岛(Orange County),因各大狗物中心而闻 名,每一年都吸引了成千上万的游客都未拘除。

- 这里演奏景景台小女孩子梦想中的关重,自特着华高端品牌云景,最新期时由的服饰让你应该不 着,很罢了。附近的娱乐餐饮设施也足够这你肉电同血,不要说一整天,几天然在这里都不会摇
- 味!相信我,在此血拼会让你有想把整个加州都接回家的冲给~







★地學問題广活是如州親優觀大的要以與物中心、人証問品牌場店280字个、许多在傳國問題 內开供較少的高調會保品牌都很得了這里作为他们的开成地点,像注面的會保品品牌Chole,还 有Rodeo Drive,要不用说亭算全程、並及常厂的會体品牌伯魯遵(Berhati)、布羅魚問 (Brinoi)、圣梦兰(Saint Laurent)、嬰马位(Hermès)、香泉儿(CHANEL)、克里斯提 魯布托(Christian Louboutin)、給利,還斯頓(Harry Winston)、古強(Gucci) 堂環篇 (Entrega Veneta)、考問量(Cartier)、梵亮雅室(Van Cleef & Arpels)、原志 接接亞 (Roger Wiver)等。

產黨岸與包广活着年間引的2400万副者到此時位,为靜靜來自不同國家使用不同書質的經者, 這環境置了通及整个区域的礼房關係区,并遵供各种區會的範疇服务,對此大家感到物物和形式 行,另外,你也可以遭过礼奧關房区階的時期时詳認计例,訂造专業于你自己的个人對做!

#### 图波特海道时向岛际性中心 (Fashion Island)

担社: 401 Newport Center Dr. Newport Beach, CA 92660



回波特海溝町向岛與物中心包景層具赫赫者名的努物场所之一。它位于太平洋海岸公路 (Pacific Coatt Highway)之上、愛克阿瑟大區(MacArthurBoulevard)和大廈實語 (Jamboree Road)之间、毗闷印赖考虑均高(John Wayne Airport)、距离如何論士尼与面仪 致分性指標。

这里有書一种植物的南加州相利同場——蒙大利同档量天市场 (piazzari)、萬種的簡単、极富艺术 性的胞型、要毕的长望椅、高大的树梢树、荞着锦舞的水堆以及美丽的海兽,如此数人的狗物环境让人 如同置导发到时一般,也因此吸引了世界后他的游去中这里发展考虑妈妈的乐趣。

的與是後時的地種位質和倫住的部分使有了大能產調而發育品和考索活的資源,在這里,但不仅可 以該更任 許世界如名章 算意品牌,如此律斯特姆公司(Nordstrom),在臺坡 數面並公司 (Bloomingdale's),應問面近(Macy's)和內藥品條款(Meriman Maccus),近個實術的原題具 包括一項的資源,律訊得低語(Kate Spade),若達(Fendi),巴黎世家(Balenciaga),高高雅 雪年(Marc Jacobs),性實用時(Ooke & Gabbana)(這里还会構訂單行問題的說的設计可的時間 和素命。有兴趣的朋友可以對面現在完整)



1812 : 670 Spectrum Center Drive Irvine, CA92618







今澤光過與物中心教成于復長的中心。这里對130家法婦人社,但ISNordstrom。Macy's、 Target 和Apple、从面与电子产品、服装、配压和家道装饰。一切应有尽有,想要与其当地特产作 为礼物的朋友就必须要伴这里了!除此之外,它内型还像有巨大的厚于松、鼓棉木马口及儿童火车 攀翅乐说说。不仅该合家就亲子活动,还给让你在狗钳之手物作休息。

尔湾光谱网络广场的夜晚也将棕榈彩,中心闪设有电影响。尔湾即兴雾般展乐器 (bvine Improv Comedy Club) 以及有种的程序,但上三两好发。在这里我能原过一个愉快的晚上! 面特单面和中心而目录 (The Outlets at Orange)

地址: 20 City Boulevard West, Orange, CA 92868



黑特果斯阿特中心距离過士尼乐面非常近,它里黑者120米的超值肉精,如Nordstreim Rack, Banana Republic零集改,想要实到1所的时地电品的第五,就要半这里看一看能,特别均 大家做帮Nordstreim Rack, Off Sth Sakk Fifth Avenue形Last Call by Neiman Marcos这三家 漏淚形比論,位里者許多从相位的否该公司下單的品牌折印商品,另外,常场里还有其他的碎乐设 意,如Vans清晰地,电解粉,Uscky Strike Lanes(保险容易)。以及署名的该标电价所乐场Dave & Boster's,大家在迎路之水也可以到图要端乐一番。



Media: Ctrip Budget Travel	<b>Date:</b> November, 2018	
Genre: WeChat	Circulation: 300,000	
■ Page: 8 pages	■ Value: \$80,000	
Title: The life you are dreaming of is in The OC		
Link: <u>https://mp.weixin.qq.com/s/Qwwz_ssLxr1X7hujNBW8nA</u>		

### ■ Summary:

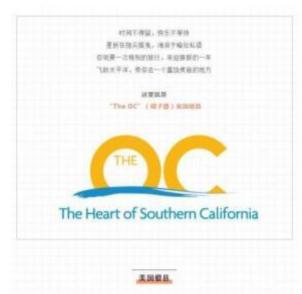
The OC is recognized worldwide as the home of world-famous theme parks, unparalleled shopping, 42 miles of pristine coastline, renowned beachfront resorts, and innumerable activities ranging from watersports to world-class performing arts. Come on, start your magical tour from The OC.





#### 我们向往的生活,在橙县

MARGINAL TINTE



"Theor 编辑位于典加州的中心,简单比绝利出生 (Decent Hund) ,是她正是 (Nam Diepo) 等 地位1个小时的年程。

作为全球和品的作用素数能增。福昌完美是现象加州员特别生活方式,这里有厚玄态播世的考虑。 梦幻传奇的于雅公园。窗中却迷的酒店景想并以这些短短将中心。





推士现象有村分为接土规主题乐器和接土规加州署指乐器。接土规主题乐器是所有人的执乐天室。 杨勒是对孩子来说,简直示不思想,而迪土尼加州署指乐园的可容普通时来,适合天然子纸。



它位于该村城以两五十英里处,这个二十二平方英型的个地方,却荣誉多考世界有石的娱乐名称。 作为西海岸最大的体制录调,进进林海道等在体验十英型海岸放驻几级乐讲器,海豹。 薄涂,冲浪 和其他水上作着法公等着你。



MORE RECEPT



海滩位于古老的拉古纳市(Lapson),这里是美国中产和信息要的真日声素胜地,海天一线的药 蓝黄曼。临风压直的冲突者,简直就是人叫天室。龙生市内,还有新处可则高能和新头艺术,好一 新夏亚清致文艺风。



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Billion, Drange County Count Mena

方面宗艺术而来Y希尔顿是你不二的选择。在这里你将拥有一个关于加州的光可替代的体验,完美 的服务让你帮我放松心情,海涌、购纳还有车富的艺术文化活动,让就是加州的美好生活。





网络南州红海道店 Red Lion Hatel Analysis

这座那具听代设计与迷方的联合毗对油士尼度保证,员动精美的内体,富有国次把的颜色,以及重 毕的装饰器造出了一个无论成乐还是工作都让袁人很有况怒的氛围。道歉的氛围和去好的个性化来 有,保证认你注的经济,研测编作!



机波特海滩万丽酒达 Radimus Matel Newport Reath

把资格地浦地对是极具地继续上一顿爆动的明珠,入住位于池浦上们留华香港;银笙大游店,置角 于贵国的城市海蒙之中,沐浴着阳光海荡,寒处着着高的烘焙配置与枯心服员,带着爱人凄少沙滩 之上, 位才是我们要的被求主话!



黑心样,心动了两乎 账心的计编进上后德编程度进产品。 扫码兰护预定,让你的年来的相乐不进趣!

SPA:非打之服

至**药锅山煮餐村水疗中心**煮一个10%,让你的每一寸机材料发锭量。在纸中油气息和舒适还人的 爆布两中,享受放松、快发活力。新港浦还有许多大型皮加村间保持供完整的一天温泉影響1



48.000000000



算行自然少不了买买买,陶油菜广场位于具新塔箱原,是加州最大的构物中心!这个圆角器过200 家要售商的费华构构目的地。最俗美国最高知名贵的时装设计和品牌1 首团一指的世界团组品牌 Crach, Chasel, Dor, Herney, Sant Laurent, Celme, Detre #Gathura, 直世界和名稱未品牌 短 Kales, Sager-LeCounce著等让的购纳之单社获得满生



444 10 10 10 10



注射编章,一切却着起来如此共调。他缺一个房放飘荡月离的酒店、例有一场往考虑比的银行,用 2月21日東部1

> 0 All set the view and any life state of the

The Resort of Pelicon Hill Newport Reach

新剧山常有村位干福县组成特净边的富人区,度很村占地好广阔,集吃住低于一身。而且袭击论线 行奋,服务也接接的。完全可以输出一天时间享受真高级你的各种编制。去打高尔夫、享受voo。 城纬种四处走走, 较宽度很时内的迷人草根。



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