

2017 TOURING GUIDE

Travel Daily
travelBulletin



Council of Australian Tour Operators

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A WORD FROM CATO

Peter Baily, general manager
Council of Australian Tour Operators (CATO)

TOURING makes sense. It makes sense for your clients and it makes sense for your agency.

The world of touring has changed since the days of 'It's Tuesday so it must be Belgium'. Today's touring is about experiences, companionship and peace of mind. The market has evolved and today there is literally a tour for every type of traveller. From multi-country panorama tours for first time travellers to walking and cooking tours focusing on the smallest of regions within one country.

This guide, provides a glimpse into the amazing diversity of touring options available for your clients – tours created by members of the Council of Australian Tour Operators (CATO). It sets out in an easy to follow format the differences between each type of touring product and most importantly, the types of clients they are designed for – from active young adventure travellers through to leisurely older travellers. It therefore becomes an essential training tool within your agency allowing you to easily match the right traveller to the right tour.

Today's style of touring provides your clients with the ultimate holiday experience and the benefits include:

- Companionship while travelling and sharing their experience with like-minded people
- Convenience of having all the logistics of travel taken care off – meaning more time to enjoy the actual destination
- Expert local guides and tour directors bring a destination to life which means touring clients see more, do more and experience more
- Safety and peace of mind – especially in today's environment it's reassuring for both the client and travel consultant to know that the tour operator has their back every step of the way.

Whether touring makes up the entire holiday or just a small portion of it your clients will love you for recommending to them the experience of a lifetime.

But for the travel consultants the benefits of touring go far deeper than happy clients.

Where cruising and the components of independent travel have become increasingly commoditised and are readily available to your clients online touring remains very much in the travel consultant's domain. Touring is high value and high yield.

By dealing with Australian-based CATO tour operators the booking process is simple and hassle free. Help is only ever a phone call or on-line chat away.

In short - Touring: it's about experiences, companionship and peace of mind. For you and your clients.

Therefore, building a strong touring client base makes sense and will strengthen your business and set it up for long term sustainable growth. This touring guide is a first step and each of the CATO members within it are ready to start this journey with you.

For more information on CATO members and their diverse range of product please visit www.cato.travel.

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SINCE 1912, AAT Kings has been helping people from all over the world discover and explore Australia and New Zealand. With over 100 years of touring experience, we have a huge range of holiday options to suit every client. Whether it be a Guided Holiday, Short Break, Day Tour or a well-deserved luxury escape with our range of Inspiring Journeys – AAT Kings are the holiday experts.

At AAT Kings we represent the very best that Australia and New Zealand has to offer. Our friendly Travel Directors and Driver Guides will bring each destination to life with their fascinating stories, local knowledge and sense of fun. AAT Kings deliver brilliant guest service and are proud of our heritage and our culture.

Our goal is to share Australia and New Zealand with our guests to bring these two amazing countries to life.

Fleet

- We provide the finest fleet of luxury vehicles. Our fully air-conditioned coaches feature reclining seats, seat belts and footrests, panoramic windows, a restroom, two-door access and the latest technology to ensure that you travel safely.

Demographic

- We have a range of holidays to suit all generations and budgets
- Singles & couples
- Enjoy travelling with like-minded people
- Want a stress-free holiday with minimal planning
- Seeking in-depth knowledge of destinations

Destinations

- ACT: Canberra
- NSW: Sydney, Hunter Valley, Blue Mountains, Port Stephens, Bondi, Manly
- NT: Uluru, Kata Tjuta, Darwin, Alice Springs, Ayers Rock, Kakadu, Katherine, Arnhem Land
- SA: Adelaide, Barossa Valley, Kangaroo Island, McLaren Vale, Murray River
- TAS: Hobart, Cradle Mountain, Launceston, Port Arthur
- VIC: Melbourne, Great Ocean Road, Twelve Apostles, Phillip Island
- WA: Perth, Fremantle, Margaret River, Rottnest Island, Monkey Mia, Kimberley's
- New Zealand: North Island & South Island

Seasonality

- NSW: Year Round
- VIC: Year Round
- SA: Sep – Apr
- TAS: Sep – May
- WA (Kimberley): May – Sep
- WA (South): Aug – Dec
- NZ: Sep – Mar



Groups & Charters

- Along with offering great value for money with all the must see sights, hidden gems, exclusive dining experiences and cultural highlights included, AAT Kings have a flexible program that makes booking a group or Charter a simple and pleasant experience. Our team will lead you through the process and make it hassle-free. Unique tailor-made itineraries are available upon request

Accommodation

- First Choice Guided Holidays offer premium accommodation in central locations.
- Best Buys Guided Holidays offer great value, comfortable accommodation with easy access to city centres.
- Short Breaks offer a choice of accommodation standard
- Small Group Inspiring Journeys offer best-in-destination, boutique accommodation
- Small Group Aussie Adventures offer affordable accommodation options for budget conscious travellers

Promos/Discounts

- Your clients can save up to 10% on Guided Holidays for paying early. See AAT Kings Australia and New Zealand brochures for more details.
- Concession discounts available on selected tours for pensioners, seniors card holders & students

- Save 5% off the twin share price when booking a triple room
- Save 2.5% when booking 2 or more guided holidays at the same time
- Save 10% on AAT Kings operated day tours when purchased with a guided holiday

Agent Incentives and Rebates

- Earn Great Commission
- Personalised Agent Support
- Simple Booking Process
- Famil opportunities
- Industry touring rates

Passenger Loyalty Program

- 5% Kings Club Past Guest Discount (Guests who have previously travelled with AAT Kings and our family of companies including; Trafalgar, Insight Vacations, Contiki & Uniworld)

Guided Holiday Inclusions

- Knowledgeable & friendly Travel Director and/or Driver Guide
- Sightseeing with local guides & experts
- VIP entry into many attractions
- Carefully selected quality accommodation in central locations
- Daily transportation by luxury coach or small vehicle
- Breakfast daily & many meals - quality local cuisine and authentic experiences

Unique Selling Points

- Over 100 years of touring experience
- Specialists in Australia & New Zealand
- Holiday options to suit every client
- Friendly Travel Directors and Driver Guides offer fascinating commentary, local insights and expert knowledge
- Australia's newest fleet of over 70 luxurious vehicles
- Many coaches are fitted with 2 doors, wheelchair access, air-conditioning, reclining seats, on-board restroom, WiFi, phone chargers and advanced safety features

Group Size




- Guided Holidays: Up to 50 guests
- Short Breaks & Day Tours: Up to 50/58 guests (vehicle dependent)
- Inspiring Journeys small group tours: up to 20 guests
- Aussie Adventures small group tours: up to 20 guests



CONTACT DETAILS

Agents Phone: 1300 556 100
Email: reservations@aatkings.com.au
Online agent portal: agents.aatkings.com
Website: www.aatkings.com

AAT Kings Signature Holiday Options

 Guided Holidays	 Short Breaks	 Day Tours
<ul style="list-style-type: none"> • Across Australia & New Zealand • Fully-guided holiday experiences • Range from 4 to 21 days in length • Led by an experienced Travel Director & Driver Guide • Two standards of guided holiday to choose from: First Choice or Best Buys <ul style="list-style-type: none"> – First Choice holidays offer premium accommodation, more meals & sightseeing inclusions – Best Buys holidays offer great value, comfortable accommodation & more free time 	<ul style="list-style-type: none"> • Across Australia & New Zealand • Range from 2-7 day in length • Choice of accommodation class • More flexibility & independence • All the must-see highlights • Travel with a different expert Driver Guide each day • Meet a new group of like-minded travellers each day • Local knowledge & expert commentary 	<ul style="list-style-type: none"> • From Sydney, Melbourne, Cairns, Darwin, Uluru, Alice Springs, Perth Adelaide, Brisbane & the Gold Coast • Half day or 1 day sightseeing tours • Led by an experienced Driver Guide • Suitable for all ages • Free courtesy hotel pick-ups (selected hotels) • All the must-see sights • Local knowledge & expert commentary



AN AUSTRALIAN family-owned company, the essence of APT began in Melbourne in 1927. Now 90 years on, APT offers life-enriching trips to every continent. Through the company's vast industry experience, innovative investments, meticulous planning and unquestionable passion, it has earned a place among the world's most well-regarded travel companies. Most recently the company won Best River Cruise Operator 2015-2016, Best International Tour Operator 2014-2015, and Best Domestic Tour Operator 2012-2016 at the National Travel Industry Awards. Few others are as adept at matching a style of travel to the vastly differing regions of the world. From boutique river cruising to small-group 4WD adventures; traditional coach touring with a decadent twist to private air cruising; epic rail journeys to small-ship expeditions; classic ocean cruising to safaris of discovery by both land and air – there's little APT is unwilling to consider in pursuit of creating the finest holiday experience for its valued guests. APT prides itself on its unique combination of personal attention, outstanding sightseeing, delicious cuisine and stylish accommodation, delivering luxury holidays and exemplary customer service.

Fleet

- **Europe:** *MS AmaVenita, MS AmaReina, MS AmaDolce, MS AmaLyra, MS AmaCello, MS AmaDante, MS AmaVida, MS Hebridean Sky, MS Island Sky*
- **Asia:** *RV AmaLotus, RV Samatha, RV Ganges Voyager, Sanctuary Yangzi Explorer, MS Caledonian Sky*
- **Africa:** *Zambezi Queen*
- **South America:** *Delfin II, Le Soléal, Yacht La Pinta*
- **Australia:** Mercedes Benz and Isuzu custom-built 4WD vehicles, *MS Caledonian Sky, L'Austral, Coral Discoverer, Le Lyrial*
- **Antarctica:** *Le Boréal, Le Lyrial*
- Rail Journeys: Golden Eagle Trans-Siberian Express, Golden Eagle, Danube Express, Canada's Rocky Mountaineer, Alaska's McKinley Explorer, Africa's Rovos Rail, Peru's Vistadome and Andean Explorer, Outback Queensland's The Gulflander

Demographic

- 55+ (Average age 65 years)
- Travelling companions from Australia
- Retired or semi-retired
- Frequent travellers

Destinations

- **Europe:** Austria, Belgium, Bulgaria, Croatia, Denmark, Estonia, Finland, France, Germany, Hungary, Latvia, Lithuania, Luxemburg, Monaco, Netherlands, Norway, Portugal, Romania, Serbia, Slovakia, Sweden, Switzerland
- **Africa:** Botswana, Kenya, Namibia, Rwanda, South Africa, Tanzania, Zambia
- **Asia:** Cambodia, China, India, Japan, Myanmar, South Korea, Sri Lanka, Vietnam
- **Australia:** Northern Territory, The Kimberley, Queensland, South Australia, Tasmania, Western Australia
- **New Zealand**
- **South America:** Brazil, Bolivia, Ecuador, Peru
- **Canada:** Alberta, British Columbia, Manitoba, New Brunswick, Nova Scotia, Prince Edward Island, Quebec, Yukon
- **USA:** Alaska, Arizona, California, Georgia, Louisiana, Maine, Maryland, Massachusetts, Nashville, Nevada, New York, Pennsylvania, South Carolina, Utah, Vermont, Washington
- **Russia**
- **Antarctica**

Seasonality

- **Europe:** April to December
- **Africa:** January to October
- **Asia:** February to December
- **Australia:** April to October
- **New Zealand:** October to August
- **Kimberley:** May to September
- **South America:** January to October
- **Canada & Alaska:** April to September
- **USA:** September to April

Style of Touring

- Enjoy your holiday, your way with Freedom of Choice Touring & Dining

Accommodation

- High-quality (5-star) hotels
- Luxury private game lodges and tented camps in Africa
- Exclusive network of Kimberley wilderness lodges

Promos/Discounts

- A range of superdeals are available such as fly-free
- Find our latest superdeals at <http://www.aptouring.com.au/specialdeals>

Agent Incentives and Rebates

- Famil opportunities
- Exclusive ATG VIP program provides rewards to agents
- Top-selling ATG agents eligible for a range of benefits
- Training modules available via weblink for agents
- For further information see <http://brochures.aptouring.com.au/books/msmy>

Passenger Loyalty Program

- **APT Club:** Silver, Gold or Platinum members can receive access to exclusive member only offers, free return home-to-airport transfers, or a complimentary night's accommodation before or after your trip



Inclusions

- Gratuities, port charges and airport transfers
- A range of cultural activities, world-class dining, luxurious accommodation and truly personalised service
- Signature Experiences

Unique Selling Points

- Award-winning service
- Luxury journeys
- A range of once-in-a-lifetime experiences
- See the highlights, while also veering from the tourist trail
- A perfect balance between organised sightseeing and exploration at your own pace



CONTACT DETAILS

Phone: 1300 336 932
Email: info@aptouring.com.au
Website: www.aptouring.com.au

Good to Know

Coach touring group size	18 - 40
River cruising group size	90 - 162
On-road sales team	Australia-wide, phone 1300 336 932
Niche/specialty	River cruising
Guaranteed departures	✓
Meals	Most meals included
Cruise and rail connections	Cruise and rail on many tours
Wifi onboard coach	✓ Available throughout most tours
Charters	✓
Passenger online registration	✓
Add-on/upsell options	✓





BACK-ROADS TOURING are the experts in small group tours, and have spent over 25 years crafting unforgettable journeys for passengers across the globe. With each day ending at boutique accommodation across Europe while travelling with a maximum group size of 18 passengers, Back-Roads understand the value of providing both enlightening, inspiring and friendly tours.

Travelling through charming country villages and with long drives kept to a minimum, Back-Roads guarantees plenty of time to enjoy each destination while moving at a leisurely pace. With custom-built Mercedes mini-coaches offering comfortable seats, air-conditioning and generous windows to enjoy the view, it couldn't be further from a typical coach touring experience.

Exploring beyond the tourist facade of European destinations, Back-Roads delves that bit deeper and guarantees a balance of visiting both iconic and lesser-known attractions, along with visits to local producers and inviting the opportunity to enjoy wine tastings and authentic cooking classes.

Back-Roads' award-winning On-Road Team are dedicated to delivering unforgettable experiences, and share a commitment to turn an exciting getaway into something truly extraordinary. Experience the road less travelled with Back-Roads Touring.



Fleet

- On the vast majority of tours we travel by Mercedes or Mercedes Vito mini-coaches.
- With the flexibility to go anywhere a car can, we take the smaller roads through beautiful scenery and get right to the heart of tiny villages and buzzing cities.



Demographic

- There tends to be a fairly wide range of ages, but broadly speaking Back-Roads passengers are in the 45+ age group.



Destinations

- Europe: United Kingdom, Spain, Portugal, France, Italy, Slovenia, Croatia, Hungary, Austria, Czech Republic, Slovakia, Poland, Germany, Latvia, Russia, Sweden, Norway, Scotland, Ireland, England, Belgium, Switzerland.
- The Middle East: Morocco
- Asia: to launch in October 2017



Seasonality

- Europe: April – October
- Asia: Departures from April 2018



Tailormade Tours

- Our Tailor-Made Tours across the UK and Europe can be anything you want them to be.
- Tours that fit you perfectly
- Personal service and professional delivery
- Tours shaped around your interests
- Travel as a private group – Min 4 pax
- Unique, boutique hotels



Accommodation

- Back-Roads Touring offer boutique accommodation that reflects the character of the region we visit.
- With properties ranging from country inns to town centre hotels and the occasional castle!





Agent Incentives and Rebates

- Sell 12 Pax & Get A FREE Tour
- Exclusive Agent Discounts: 50% Off
- Contact your local BDM for more details

Passenger Loyalty Program

- Past Passenger 2.5% discount
- Multi tour discount 2.5% discount

Inclusions

- Breakfast is included daily, some lunches and dinners depending on the tour.
- Experienced Back-Roads Tour Leader
- Premium mini-coach transportation
- Various evening meals

Unique Selling Points

Small groups of up to 18

- With tour sizes of up to 18 people (22 for French barge tours), our tour leaders can ensure a more personalised experience.
- Smaller group sizes also mean we can guarantee our tours will run once we have just four guests booked.

Leisurely paced itineraries

- Forget sunrise starts and long days hopping on and off the bus.
- We rarely leave before 8.30am
- We give each stop the attention it deserves – keeping long drives to a minimum and giving you plenty of time to explore at your own pace.

Scenic back roads, avoiding motorways

- With luxury mini-coaches that take us along scenic roads beyond the reach of large vehicles, the journey is as much a part of the adventure as the destination.

Culinary discoveries

- One of the most enjoyable ways to experience a different culture is to sample the cuisine.
- From visits to local producers to food and wine tastings and even cooking classes, you'll have plenty of opportunities to discover new flavours.

Authentic local experiences

- Truly getting to know a destination means stepping off the typical tourist trail.
- From hidden-gem attractions to local favourites, we take time to seek out authentic experiences that take you to the heart of each spectacular region.



CONTACT DETAILS

Phone: 1300 100 410

Email: info@backroadstouring.com.au

Good to Know

Group size Europe	max 18 or 22 for Canal Tours
Group size Asia	max 20
On road sales team	Australia wide sales team
Agent discounts available	✓
Guaranteed departures	Minimum 4 passengers to guarantee a departure
Meals	Breakfasts included, some lunches, some dinners
New destinations	Asia to launch in October 2017
Groups/charters	Tailormade tours





BENTOURS is Australia's leading Scandinavia, Nordic and Polar specialist. For over 35 years, Bentours has been proudly operating innovative tours and voyages to some of the world's most spectacular destinations. With a reputation as Australia's preferred specialist Scandinavian tour operator, Bentours offer an extensive range of touring, independent holidays as well as Expedition cruising to Scandinavia and the Nordic including Norway, Greenland, Iceland, Finland, Svalbard, the Arctic, Russia, the Baltic States, Antarctica and the Chilean fjords of South America. Bentours offers travellers a selection of escorted small group adventures, with expert guides of the highest standard, to independent holidays and relaxed cruising and voyages. With over 35 years we are proud to be the Exclusive GSA joint venture partner with Hurtigruten. Bentours programs combine land and sea to deliver the most comprehensive and highest quality journeys across the region. The team offer a range of unique and bespoke experiences with ice igloos, ice hotels, modern Scandinavian styled hotels, rail and Norway fjord voyages, and as we maintain our absolute commitment to the area we offer a specialist team passionate and dedicated to the most wonderfully unique experiences for any traveller and adventurer.

Fleet

- Coaches - small and large
- Coastal and expedition ships (Hurtigruten)
- Polar Vessels
- River cruise ships in Russia
- Canal Boats
- Trains and cars

Demographic

- Predominantly 30+
- Worldwide travellers
- Professional and up and coming
- Cultural explorers and active adventurers

Destinations

- Norway, Sweden, Denmark, Iceland, Finland, Greenland, Faroe Islands, Svalbard, Russia, Far East, Estonia, Latvia, Lithuania, High Arctic Canada, Antarctica

Seasonality

- High Season Summer: May-September
- High Season Winter: December-March
- Northern Lights Season: September-April
- Antarctica Season: October-March
- Polar Bear Season: May-September



Tailormade Tours

- A range of bespoke tailormade tours for independent travellers, private groups, closed family groups, businesses and social groups



Accommodation

- A comprehensive range of accommodation options are available when booking with Bentours. These range from 3 to 6 star, including unique small bespoke hotels and centrally located hotels

Promos/Discounts

- Regular promotions are run throughout the year. These can vary from discounts to value add's

Unique Selling Point

- Backed by 35 years' experience with a robust local operations team with safety and comfort a priority
- A dedicated team of expert and passionate consultants with in-depth local knowledge and industry experience

- Land and sea combinations second to none delivering the ultimate journey.
- Ready-made or tailor-made itineraries developed from local input and 35 years of knowledge
- On ground experience and dedicated teams delivering 24 /7 service
- Extensive selection of different unique accommodation and local experiences and activities
- The exclusive joint venture partner and GSA of Hurtigruten in Australia and New Zealand



CONTACT DETAILS

Phone: 1800 221 712
 Email: res@bentours.com.au
 Website: bentours.com

Good to Know

Group size	Small Group Journeys – max 22
Key account managers	for training and support
Niche/specialty	Scandinavia, Nordic, Russia, Polar and Expedition Cruising
Guaranteed departures	✓
Meals	always specified per package / program (BLD)
Rail connections	Many options including the popular 'Norway in a Nutshell'
Wifi onboard coach	✓ on board most coach and cruise
Charters	✓
Reservations	by phone, email and online chat, and website
Add-on/upsell options	✓ many options available





SMALLER IS BETTER. Small group tours specifically designed for Australian travellers. That's travelling the Bunnik Way.

Tours that have the right balance between organised sightseeing and free time for independent exploration. That's travelling the Bunnik Way. Unique itineraries that move beyond the tourist trail and capture the essence of the country, its people and culture. That's travelling the Bunnik Way. No seat rotation policy and always having plenty of empty seats so you can spread out and travel in comfort. That's travelling the Bunnik Way. Being shown around by a local with a group so small you can have genuine one-on-one time with your guide. That's travelling the Bunnik Way. Having a family so committed to the success of your clients' holidays that they have put their own name to the company. That's travelling the Bunnik Way.

Transportation

- Modern air-conditioned coaches. In Europe most have wi-fi. Vehicle sizes depend on group sizes but all vehicles allow for plenty of empty seats so clients can spread out and travel in comfort.
- In Africa, our maximum group size of 12 means a maximum of two 6-seat 4WD safari vehicles are used – no long convoys or waiting for others to catch up!

Demographic

- Tours specifically designed for Australian travellers and only sold in Australia.
- Average travellers 45-69 years
- Well-travelled and keen to experience local culture
- Appreciate companionship and convenience of small group touring
- Must have good mobility - Doctor's certificate required for travellers over 70 years of age

Destinations

- Europe: Iceland, Norway, Sweden, Finland, Denmark, Germany, France, Andorra, Portugal, Morocco, Spain, Malta, Italy, Switzerland,

- Austria, Slovenia, Czech Republic, Hungary, Poland, Belarus, Lithuania, Latvia, Estonia, Russia, Turkey, Greece, Croatia, Bosnia & Herzegovina, Montenegro
- South America: Peru, Ecuador, the Galapagos, Bolivia, Chile, Argentina, Brazil
- Central America: Colombia, Guatemala, Costa Rica, Cuba, Mexico
- Asia: Japan, South Korea, China, Vietnam, Cambodia, Laos, Thailand, Malaysia, Brunei, Myanmar, India, Sri Lanka
- Africa: Kenya, Tanzania, Rwanda, Namibia, Botswana, Zimbabwe, South Africa, Swaziland
- Egypt and Middle East: Egypt, Jordan, Cyprus, Israel, Oman
- Polar regions: Arctic Norway, Antarctica

Seasonality

- Europe: April - November
- Americas, Africa, Asia & Middle East: January to December
- Polar regions: North: June-July South: December - March

Tailormade Tours

- Private departures available for a small supplement.
- Group private departures are also available, suitable for family reunions and clubs. Itineraries can be amended to suit any special interest.
- Independent tour options also available with private guide.
- Speak to a Bunnik Tours travel consultant for more details on the possibilities

Accommodation

- Good quality (3-5 star) hotels chosen for location, character and cleanliness
- Special accommodation experiences depending on the destination. Includes historic haciendas, traditional ryokan, old palaces, safari camps and luxury Nile River cruise ships.

Promos/Discounts

- Early bird sales for launch of each program
- Spot specials and sales - see website for details
- Discounts for multiple tours and past passengers.
- Register for our email newsletter to receive regular updates on special offers.

\$ Agent Incentives and Rebates

- Famil opportunities
- Training modules available for agents
- Agent webinars
- Agent online support area including flyers, comparison chart, image gallery, blog library, upcoming press, pdf brochures, logo files and XML data feed
- For full details see <http://www.bunniktours.com.au/Media/Secure/Resources/Agent-Support>

Passenger Loyalty Program

- Discounts are available to past customers

Inclusions

- Return international flights and taxes
- Intra-tour flights and taxes

**This is
how we roll!**



Which coach
do you want to be on?

- Good quality accommodation in 3-5 star hotels
- All sightseeing including entry fees
- Expert locally based tour directors and local guides
- All transport in modern class air-conditioned vehicles
- Breakfast daily, some lunches & dinners
- Airport transfers on the first and last day of tour

Unique Selling Point

- Small groups of maximum 20 people (max 12 in Africa)
- Small group tours designed specifically for Australian travellers
- Tours that provide the perfect balance between organised sightseeing and free time for independent discovery
- Holidays that visit the famous attractions but also wander off the tourist trail



CONTACT DETAILS

Phone: 1300 125 007 (agent sales & enquiries)
Email: reservations@bunniktours.com.au
Website: www.bunniktours.com.au

Good to Know

Group size Europe, South America	avg 15	max 20
Group size Asia, Middle East	avg 12	max 20
Group size Africa	avg 8	max 12
On road sales team	NSW/ACT, QLD, VIC/TAS, SA, WA	
Niche/specialty	Small Group Touring	
Guaranteed departures	✓	
Meals	Breakfasts included, some lunches, some dinners	
Cruise and rail connections	Cruise on some itineraries	
Wifi onboard coach	✓	
Groups/charters	✓	
Passenger online registration	✓	
Add-on/upsell options	✓	





COSMOS invented value-touring more than 55 years ago. Offering affordable travel packages to savvy travellers who insist on getting the most out of their holiday, tours are designed to include all the essentials expected from a guided tour, along with plenty of free time to explore independently. Tours start from just \$95 per day (such a great price point!), meaning your client's travel dreams really can become a reality.

Fleet

- Currently Irizar, transitioning to Mercedes.

Demographic

- Generally, 45+ years of age, however, starting to shift to a younger market

Destinations

- UK & Europe - 37 countries.
- North America - USA (incl. Hawaii), Canada, Mexico
- South America - Galapagos Islands, Ecuador, Peru, Brazil, Argentina, Chile
- Asia: Thailand, Vietnam, Japan, Sri Lanka, India, China, Myanmar

Seasonality

- Europe - Year round
- North America - March to October
- Central & South America - January to November
- Asia - Year round

Tailormade Tours

- Available for Group bookings only



Accommodation

- Quality accommodation in 3-4 star hotels
- Conveniently located in either the main town/ city or close to public transport and shops
- Free wifi in hotel lobbies

Promos/Discounts

- Early booking reductions and multi tour discounts available - vary throughout the year.



Agent Incentives and Rebates

- Passport to rewards – for every \$1 spent; receive 1 Passport to Rewards point to exchange for your choice of products on offer.
- Earn an extra 2% commission on groups of 8 or more plus take advantage of group FOC Rebates.

Inclusions

- Accommodation
- Services of a professional Tour Director and Local Guides
- Visits to major and must-see sights
- Some meals (depending on region)
- Transportation in a first-class motorcoach
- Free wifi on motorcoaches (depending on region)

Passenger Loyalty Program

- Journeys Club (members receive 5% off any Globus family of brands tour or cruise)

Unique Selling Point

- Offering tours from \$95 per day!
- With more than 55 years' experience in touring, Cosmos offers quality escorted touring that provides the best possible range of hotels and inclusions at an affordable price
- Guaranteed room share options



CONTACT DETAILS

Reservations call: 1300 130 134
Website: cosmostours.com.au

Good to Know

Group size Europe	avg 40	max 48
Group size North America	avg 39	max 50
Group size Asia	avg varies	max 35
Group size South America	avg 30	max 40
On road sales team	NSW, ACT, QLD, WA, VIC, TAS, SA & NT	
Niche/specialty	Religious touring	
Guaranteed departures	✓	
Meals	Breakfasts included on most tours, plus some other meals	
Cruise and rail connections	Available on some itineraries	
Wifi onboard coach	✓	
Groups/charters	✓	
Passenger online registration	✓	
Add-on options	Monograms city stay	
Upsell options	Globus tour	





OUR PHILOSOPHY of delivering inspirational journeys at affordable prices stems from more than 250 years of innovative offerings in escorted and independent travel worldwide. We also recognise one size doesn't fit all, which is why many of our escorted small group tours can be taken as private journeys. Cox & Kings offer a global portfolio of exceptional journeys rich in culture and expertise that is best suited to cultural explorers and passionate travellers. Behind each journey, there is an entire team of unrivalled experts working to ensure you have the experience of a lifetime. Our specialists are passionate about travel and are keen to share their knowledge. These are just a couple of reasons why we think you should travel with us. Cox & Kings group tours operate in remote destinations supported by local teams to deliver a safe and comfortable journey.

Travel

- We use small vehicles to match the group size, with air-conditioning where available. On rail journeys groups are booked in the best available class on the train. Groups are escorted with knowledgeable and qualified local experts and leaders and are backed by our on ground teams and experts



Demographic

- Primarily 45-75 years
- Travellers are from Australia, the UK & New Zealand

Private Tours

- We recognise group travel isn't for everyone, no matter how small the group, which is why we offer almost all our journeys on a private basis too. You can see each destination at your own pace. We will hand craft your private journey from start to finish and we can tailor the pace of travel to suit your specific needs. You choose who travels with you, perhaps you'd like to discover with friends, family or maybe you'd like a personalised experience, the choice is yours. You pick the date and time and we'll make it happen. Private travelling is all about you!



Destinations

- Asia: Bhutan, China, India, Japan, Mongolia, Myanmar, Sri Lanka, Taiwan, Vietnam & Multi Country
- Europe: Albania, Baltic States, Greece & Crete, Sicily, Romania, Russia & Turkey
- Africa: Ethiopia, Morocco, Madagascar
- Middle East and Central Asia: Egypt, Iran, Israel, Jordan, Oman, Uzbekistan
- Latin America: Argentina, Brazil, Chile, Cuba, Mexico, Patagonia, Peru & Multi Country

Inclusions

- Quality or best available accommodation
- A hand-picked expert local tour manager
- Private arrival and departure transfers
- Sightseeing and entrance fees specified in the tour itinerary
- Comfortable air-conditioned land transport
- Domestic or regional flights specified in the itinerary
- Breakfast daily, other meals as specified
- Quality country information and documents

Accommodation

- Generally, we use first class 4 or 5-star hotels, or the best available on our tours. On some discovery journeys, simpler accommodation may be necessary

Passenger Loyalty Program

- 5% discount for repeat clients

Unique Selling Point

- Tour styles highlighting appropriate standards at each destination
- Best available 4 & 5-star accommodation
- Highly trained local Tour Managers accompany you throughout
- Knowledgeable local guides at feature locations
- Comprehensive destination touring notes
- Visa support for countries as required



CONTACT DETAILS

Phone: 1300 836 764

Email: reservations@coxandkings.com.au

Website: www.coxandkings.com.au

Good to Know

Group size	avg 15	max 26
Meals	Breakfasts included, some lunches, some dinners	
Add-on/upsell options	✓ available on many itineraries	





FREEDOM ROAD DESTINATIONS is an Australian-run Destination Management Company offering experiential travel solutions and packages to China on behalf of travel agents, tour operators and wholesalers.

Our network of talent is a range of nationalities, knowledge and experience with the one common factor - being passionate about the art of experiential travel. We are constantly looking for better solutions for planning, creativity and travel coordination, while keeping it uncomplicated and fun. We offer Western standard management with deep local knowledge for the best of both worlds.

With a solution-oriented attitude we approach each customer and situation differently to create bespoke solutions for every situation. Our in-depth knowledge of China is unmatched for unearthing experiential products.

As a Destination Management Company our purpose is to support the growth of your business and support you to become a China specialist. Freedom Road Destinations will provide tour experiences that will enhance your brand's reputation through client satisfaction and lead to loyal, repeat clients.

At Freedom Road Destinations, we believe that by understanding your company's culture and travel needs, we literally become an extension of your business. When managing the land arrangements on behalf of your clients in China, Freedom Road Destinations incorporates your company's vision, mission and values into our product delivery.

Fleet

- Tailor-made to your needs, we can source anything from air-conditioned coaches to BMW luxury transfers.



Demographic

- Those seeking an authentic or experiential travel experience of China
- FIT Travellers
- Special Interest Groups, including but not limited to photography, cuisine, martial arts and wellness
- Educational Tours
- Tailor-made tours or itineraries for groups of any size
- MICE

Destinations

- China: the extensive local knowledge of our local and expat staff means we know every inch of it, from major cities to rural outposts.



Seasonality

- China weather varies greatly from region to region and is a year round destination. Being in the Northern Hemisphere it can get cold, but dry, over the Christmas period and hot and wet in June and July. The best months to travel are April, May, August and September

Tailormade Tours

- We tailor-make every tour and itinerary to meet the specific needs of your clients. Whether you have a solo traveller heading to China for the first time or a group of 500 delegates, our in-depth local knowledge and understanding of the needs of the Australian market mean we can design the perfect trip.

Accommodation

- We have contract rates with a variety of hotels across China from 5-star Resorts to small guest houses, and we love to recommend those accommodation options that offer the traveller an experience of their destination, not just a place to stay.

Promos/Discounts

- Check with us for our latest promotions.

Agent Incentives and Rebates

- Freedom Road Destinations operates two family trips per year for our travel partners. These tours showcase our experiential travel experiences (not days filled with hotel inspections!)
- We offer front-line travel agents and their family members cost price travel to China at all other times.
- We offer can also offer head office and store wide sales overrides based on agreed targets - please contact us for more details

Unique Selling Point

- Freedom Road Destinations do not sell direct - we are your partner, not competitor
- We offer co-branded travel guides that your clients access offline through their mobile devices when traveling in China.
- Free artwork for promotional flyer, Facebook feeds and website banners to help drive future sales
- Our quotes include travel tips, restaurant recommendations and places to visit selected by



our office staff in Shanghai, live local - travel local

- In country support for your clients offers peace of mind. Our Operations staff will connect with all travellers in Shanghai to see if they would like to catch up for a coffee to offer local tips or go through their itinerary.
- Sales support offices in Sydney and Los Angeles
- Wholesale airfares with Qantas available

CONTACT DETAILS

Phone: 1800 088 886

Website: www.freedomroaddestinations.com



Good to Know

Group size	All sizes welcome
On road sales team	National sales director - Ray Petts, phone: 1800 088 886
Niche/specialty	Authentic China experiences
Meals	By arrangement
Cruise and rail connections	We offer all cruise and rail options on China
Groups/charters	✓
Passenger online registration	✗
Add-on/upsell options	✓





WITH NEARLY 90 years of touring expertise, Globus has mastered the art of first class travel. We offer more than 480 carefully developed tours around the globe, so no matter what destination interests travellers most, we've got them covered. Travelling with Globus, your clients will be treated as a VIP from the moment they arrive to their final wave goodbye. Days are spent visiting major attractions and learning about a destination's rich history (all whilst skipping the queues), discovering local culture with *Local Favourites*, indulging in regional cuisine and winding down in premium hotels located in the heart of the action. Offering a dynamic blend of transportation including deluxe motorcoach, rail journeys and even cruise, Globus has thought of all the finer details to make holidays seamless and truly unforgettable!

Fleet

- Mercedes or Volvo

Demographic

- Generally, 55+ years of age

Destinations

- UK & Europe - 37 countries. Too many to list here!
- Middle East - Israel & Jordan
- North America - USA (incl. Hawaii), Canada, Mexico
- Central America - Costa Rica & Panama
- South America - Galapagos Islands, Ecuador, Peru, Brazil, Argentina, Chile
- Asia - Japan, China, India, Vietnam, Cambodia
- Africa - Kenya, Tanzania, South Africa, Botswana, Southern Africa

Seasonality

- Europe - Year round
- North America - March to October (one winter tour)
- Central & South America - Year Round
- Asia - Year round

Tailormade Tours

- Available for Group bookings only



Accommodation

- Deluxe accommodation in 4+ star hotels (some luxurious e.g. Fairmont)
- Conveniently located in the heart of the action
- Free wifi in hotel lobbies

Promos/Discounts

- Early booking reductions and multi tour discounts available - vary throughout the year.



Agent Incentives and Rebates

- Passport to Rewards – for every \$1 spent, receive 1 Passport to Rewards point to exchange for your choice of products on offer
- Earn an extra 2% commission on groups of 8 or more plus take advantage of group FOC rebates

Passenger Loyalty Program

- Journeys Club (members receive 5% off any Globus family of brands tour or cruise)

Inclusions

- Accommodation
- Services of a professional Tour Director and Local Guides
- Visits to major and must-see sights
- Breakfast daily and many meals (including plenty of 3-course dinners with wine)

- Transportation in deluxe motorcoach, plus air, rail and cruise.
- Free wifi on motorcoaches

Unique Selling Point

- Local Favourites uncover a destination's hidden gems with behind-the-scenes activities travellers typically couldn't do on their own.
- Limited group sizes for extra comfort (particularly on a coach – travellers have extra leg room!)
- 89 years in touring makes Globus trusted experts!



CONTACT DETAILS

Reservations call: 1300 130 134

Website: globus.com.au

Good to Know

Group size Europe	avg 36	max 40
Group size North America	avg 39	max 45
Group size Asia	avg 16	max 20
Group size South America	avg 30	max 40
Group size Africa	avg 17	max 20
On road sales team	NSW, ACT, QLD, WA, VIC, TAS, SA & NT	
Niche/specialty	Religious touring	
Guaranteed departures	✓	
Meals	Breakfasts included, some lunches, some dinners	
Cruise and rail connections	Available on some itineraries	
Wifi onboard coach	✓	
Groups/charters	✓	
Passenger online registration	✓	
Add-on/upsell options	Monograms city stay or Avalon river cruise	





HURTIGRUTEN has a unique joint venture partnership with Bentours and deliver a dedicated specialist cruise team for the Australia and New Zealand market. Hurtigruten's promise is for you to 'connect with your inner explorer' and we offer both daily services along the Norwegian coast exclusively stopping at all 34 ports in their beautifully Scandinavian designed and refurbished vessels. Hurtigruten have exclusive access to explore Norway's western and northern coast between Bergen and Kirkenes, which is called 'the world's most beautiful sea voyage'.

Hurtigruten is the world's most comprehensive expedition cruise company offering explorer and expedition voyages to both the high Arctic and Antarctica, including Greenland, Iceland, Spitsbergen and across the Transatlantic. Hurtigruten's unique heritage of exploration, combined with highly skilled crews and a diverse fleet consisting of nimble, intimately-scaled expedition ships, enables us to offer you unique nature-based experiences to remote corners of the world. Speak to the specialist team directly for live availability, best available rates and instant confirmation.

Fleet

- 14 Hurtigruten Coastal and Explorer vessels
- 2 NEW world first environmentally friendly hybrid vessels launching in 2018/19

Demographic

- Primarily 30-80 years however would suit all
- Global travellers
- On sailings along the Norwegian coast, kids aged 7-13 can partake in a complimentary Young Explorers Programme, designed for children travelling with adults to magnificent destinations where the focus is on education, fun, and participation
- Lovers of nature, scenery and the environment and landscape
- Explorers and travellers that want to be at one with nature and uncover new experiences and destinations

Destinations

- Norwegian Coast (34 ports visited on the Classic Coastal Return)
- Arctic: Iceland, Greenland, Svalbard (Spitsbergen) North West Passage
- Antarctica
- Latin America
- Europe
- Transatlantic
- Central America
- Caribbean

Seasonality

- Norwegian coast operates all year round. The European summer focus is on Summer solstice and European winter focus on the Northern lights
- Antarctica (southern hemisphere) is November - March travel



- Arctic (northern hemisphere) is May-September

Tailormade Tours

- The coastal voyage offers four different variations comprising of different lengths as well as port to port trips therefore a

Hurtigruten voyage can be included in anybody's itinerary. Each day offers various shore excursions which can be booked prior to travel

- The Hurtigruten specialists team can build a voyage into any Scandinavia or Latin America / Antarctica package
- The explorer range of journeys from Hurtigruten offer set departure dates, with many numerous departure dates offering extensive choice

Accommodation

- The vessels are made to explore offering 3-4 star accommodation with ample beautifully designed and comfortable communal areas. A variety of different cabins to suit all budgets is available from: polar inside, polar outside, arctic superior and suites



- The land hotels that we offer vary from 3 star to 5+ star and can be tailored to suit every type of budget

Promos/Discounts

- Look out for our exclusive offers including on-board credits, no single supplements, and sales on many explorer journeys

Unique Selling Point

- We are the experts on Polar waters all over the world
- We are the most knowledgeable and experienced operator
- We have the most in-depth and exclusive operation in Norway
- We provide real and authentic experiences
- We take you closer to nature, people and culture than anyone else
- We have respect for the environment and places we visit



Agent Incentives and Rebates

- Hurtigruten in partnership with Bentours offer a super-agent scheme that includes agent discounts, marketing support, priority call lines, training and educational travel. Please speak to your specialist to join the program.

CONTACT DETAILS

Phone: 1800 487 844

Email: hurtigruten@bentours.com.au

Website: www.bentours.com/hurtigruten

Good to Know

Capacity	From 180 to 822 persons on the various vessels
Guaranteed departures	✓
Meals	All meals included
Expedition leaders	On board all trips
Accommodation	Pre- and post-accommodation available with Bentours





INSIGHT VACATIONS provides premium escorted journeys that embody 'The Art of Touring in Style', with destinations expertly brought to life by our renowned Tour Directors. Each Insight journey includes a unique collection of engaging and authentic Signature Experiences. This allows our guests to interact closely with Insight's Local Experts and experience authentic regional cuisine and traditions. Insight's hand-picked hotels are centrally located in the heart of the action, eliminating the need to travel far after a day of exploring. It also allows guests more time to experience a destination after hours, feeling like a local with the convenience of a short travel distance to return to their accommodation. With a maximum group size of 40 guests, and an average of 32, Insight has a number of touring styles guaranteed to suit all preferences. Travelling with Insight provides guests with an intimate, friendlier touring experience sharing unforgettable moments with like-minded new friends.

Destinations

- Europe & Britain
- USA, Canada & South America
- India & Indochina
- North Africa & Eastern Mediterranean
- Australia & New Zealand

Seasonality

- Europe & Britain: Year-round
- USA, Canada & South America: April - October
- India & Indochina: August - April
- North Africa & Eastern Mediterranean: April - October
- Australia: Year-round
- New Zealand: October – March

Accommodation

- Premium and Luxury hotels, centrally located
- Over 80 Signature Hotels

Groups and Special Interest Tours

- Each year, Insight Vacations creates several exclusive departures, including The Chelsea Flower Show, The Loire Valley, Christmas in Europe, Oberammergau and WWI Battlefields
- Custom group tours available



Fleet

- Reconfigured luxury coaches with only 40 seats, allowing for additional leg room

Promos/Discounts

- Early Payment Discounts available when booked and paid in full in advance (Date specified in applicable brochure)
- Monthly Red Hot Deals
- Great Air Deals
- Family and Group discounts
- Multiple tour discount
- Young Traveller saving



Agent Incentives and Rebates

- Famil opportunities
- Annual Top Achievers trip and special events
- Insight E-learning modules
- Attractive commission

Passenger Loyalty Program

- Club Bon Voyage gifts
- Past Passenger discount: 5% off across TTC Family of Brands

Inclusions

- Expert Tour Director and Insight Local Experts
- Authentic local and Signature Experiences
- Premium quality hotels
- Breakfast daily and some lunches and dinners
- Airport Transfers
- Restaurant & hotel gratuities
- Baggage handling

Unique Selling Point

- Smaller group touring (average group size of 32) with like-minded guests
- Local and authentic experiences guided by Insight's Tour Directors and Local Experts
- High quality accommodation staying in the heart of the action
- Luxury Coach with Business Class legroom and WiFi capabilities
- VIP access to various attractions
- Variety of dining experiences, including Michelin Star dining experiences on Luxury Gold Europe journeys
- 40 years of outstanding travel experience



CONTACT DETAILS

Reservations: 1300 727 767 or
(02) 9512 0767 (Sydney metro)
Website: insightvacations.com



Good to Know

Group size	avg 32	max 40
On road sales team	NSW/ACT, VIC, QLD, WA, SA/NT/TAS	
Niche/specialty	Europe & Britain, USA, Canada	
Definite departures	✓	
Meals	Breakfasts included, some lunches, some dinners	
Wifi onboard coach	✓	
Groups/charters	✓	
Passenger online registration	✓	
Add-on/upsell options	✓	





TEMPO HOLIDAYS is your dedicated specialist in experience rich package holidays and tailor made journeys, fully independent holidays and organised group tours. Our in-depth range of inclusive and detailed packages cater to a wide variety of travellers and we offer an extensive range of complimentary hotels, days tours and sightseeing options. Our package holidays and experiences offer our clients great value, enormous flexibility and unparalleled customer choice. Tempo's core destinations include; a comprehensive range of experiences in Greece and the Mediterranean, Italy, France and Spain, plus on ground operations in Switzerland and Central Europe, Great Britain, Ireland, Scotland, Latin America, India, Sri Lanka and the subcontinent. We also offer a range of stop overs and touring adventures in Dubai and the Middle East. With dedicated specialists that are experts in their field, and established professional on ground teams, you will have unparalleled support to create the best holiday for your clients. Tempo Holidays takes pride in providing the unique, and that specialist knowledge that is needed when creating a dream holiday. Tempo have been operating for over 25 years building a portfolio of ready-made and tailor-made holidays for travellers to choose from.

Touring Range

- Small group touring
- Package holidays and experiences
- Independent packages
- Tailor-made services
- Coach, Rail, River and Coastal Cruising

Demographic

- Due to the wide range of options we offer people travelling with us, our demographic ranges from families with infants through to travellers in their 80s

Destinations

- Greece, Italy, Spain, France and Mediterranean Europe
- Great Britain, Scotland, Ireland & Northern Europe
- Middle East, Dubai, & North Africa
- India, Sri Lanka & the Subcontinent
- Central & South America
- East Africa

Seasonality

- Europe – all year booking and travel with key departures from March to November



- India – Most popular travel period is from September to April yet all year round
- Middle East & North Africa – All year
- South America – October to March for Patagonia, other areas great for travel year-round with April to October the main season for Peru



Tailormade Tours

- Full tailor-made touring available in all our destinations. We can create your perfect trip so it fits in exactly with your requirements, interests, time-frames and budget.

Accommodation

- A specialist range of 3 to 5 star preferred hotels to compliment your package and tour, including unique interesting properties such as castles, chateaux and farmhouses
- A select range of Villas, Apartments and self-catering properties are also available

Promos/Discounts

- We aim to offer great value for money and to always be competitively priced. We offer periodic discounts on many of our products.

Unique Selling Point

- 25 years' experience
- Dedicated and experienced expert on ground team
- Specialist consultants
- Range of unique product covering regional areas
- Specialists in tailor-made itineraries



CONTACT DETAILS

Phone: 1300 362 844
Email: res@tempoholidays.com
Website: www.tempoholidays.com

Good to Know

Group size Europe, South America	avg 15	max 20
Group size Asia, Middle East	avg 12	max 20
On road sales team	NSW, QLD, VIC, SA, WA, Tas	
Niche/specialty	Mediterranean	
Guaranteed departures	✓	
Meals	Breakfasts included, some lunches, some dinners	
Cruise and rail connections	Cruise and Rail included in many itineraries	
Wifi onboard coach	✓	
Groups/charters	✓	
Passenger online registration	✓	
Add-on/upsell options	✓	





IMAGINE WALKING the hallowed corridors of the Vatican on a private tour, with an exclusive dinner in the Museum after the crowds have left; meeting and enjoying a private performance by a member of Johnny Cash's family, or learning the art of Peruvian cuisine under the expert eye of Chef Ignacio in Lima.

At Trafalgar, we take our guests to the heart of the destination and into the lives of the locals, delivering life-changing experiences beyond anything that they could do on their own. They'll meet the locals, savour new flavours, discover ancient traditions and unwind into effortless travel. Forget reservations, language barriers and logistics – we take care of every little detail so they don't have to worry about a thing.

Types of Travellers

At Trafalgar, we're not about an age or demographic. We create handcrafted holidays for like-minded travellers looking for:

- Authentic - Taste new flavours and savour the local zest for life. Enjoy the mosaic of cultures, stories and fresh horizons
- Effortless - Unwind and enjoy carefree travel, confident every detail is taken care of
- Fun - Meet new people, make lifelong friends and share stories

Destinations & Seasonality

230 hand-crafted itineraries across the globe:

- Europe & Britain - Main season: 100+ trips - May to September.
- Europe & Britain - Autumn, Winter Spring: A range of festive and value driven trips - October to April
- USA, Canada & Alaska - 40+ trips: April to October
- South America - 18+ trips: Multi-country Discoveries, Peru, Ecuador. Year round
- Asia - 19+ trips: Japan, India, Myanmar, Vietnam, Thailand, China. Year round

Tailormade Trips

- Choose from custom trips designed especially for our clients or group allocations on our existing departures
- Family and friends, associations, school or work groups and special interest

Travel Modes

- Our guided holidays are designed to deliver the perfect itinerary for our guests
- Travel modes include luxury coaches with wifi, rail journeys and cruise combinations



Cruise Connections

- Don't just see the sights at each port, delve deeper into must do destinations like Tuscany, the UK, Ireland and Switzerland
- City Explorers (Rome, Amsterdam, London and Paris)
- Trafalgar cruise trips – like Canada/Alaska, Greece, Tastes & Sounds of the South (with Steamboat option)
- Don't think land OR cruise. Combine the two to make the complete trip for your client



Unique Experiences

- Unmatched itineraries - with Insider Experiences, Hidden Treasures and Be My Guest dining
- Our passionate people - bespoke training and local knowledge = the best holiday experiences
- Ways to travel to suit your client - whether your client wants to see it all, focus on one destination or take time to explore
- The right accommodation - hand-picked to fit seamlessly with each trip and showcase the destination
- Only Trafalgar has a true 97% guest satisfaction rating. Uncensored, unedited, and completely transparent.

Trip Styles

Pick your client's journey – our eight innovative trip styles include:

- At Leisure (Slower Pace) - Taking it easier, generally stay for 2-6 nights per destination. The days rarely begin before 9am and guests spend free time as they wish
- Family Experiences (Fun for all ages) - Designed so the entire family can explore together at ease. These trips serve up adventure and child-friendly fun
- Hidden Journeys (Small groups) - In groups of up to 26 guests, go off the beaten track and away from the crowds to discover hidden treasures
- City Explorers (London, Rome, Paris and Amsterdam) - Designed to immerse guests in Europe's iconic cities

Special Offers

- Early Payment Discounts (5-10%), based on when you book, not when you travel
- Totally transparent, simple and easy to book air and land deals released throughout the year

Agent Education & Benefits

- Join the journey, we've evolved guided holidays, now join the change. Learn earn and travel with the Trafalgar Academy. Visit trafalgar.com/agentacademy
- Acclaim Achievers 2017 – South America! Every client booked in will get you one step closer to securing your place!
- We also give maximum travel discounts, extra sales support, priority educationals and more for top sellers. And we help grow your business with our special development programme



CONTACT DETAILS

Phone: 1300 78 78 78

Website: www.trafalgar.com

Good to Know

Group size Europe	26-50
On road sales team	NSW/ACT, VIC, QLD, SA/NT, WA
Niche/specialty	At Leisure, Hidden Journeys, Family Experiences
Sustainability	Investing in local communities, protecting the environment, partnering for a better future
Meals	Be My Guest dining, breakfasts included, some lunches, most dinners
Cruise and rail connections	On some itineraries
Wifi onboard coach	✓
Groups/charters	✓
Passenger online registration	✓
Add-on/upsell options	✓





TRAVELMARVEL specialises in premium cruising and touring experiences at exceptional value. As part of the APT Travel Group, the brand has continued to grow significantly and now operates tours and cruises in Europe, North America, Asia, New Zealand and Australia, along with programs in Russia, South America and Africa. Travelmarvel attributes its success to its comprehensive inclusions and price structure which, depending on the itinerary, can include a variety of sightseeing opportunities, meals and drinks, excursions and entertainment, transfers, internal flights, port charges and tipping. Also included in the price of Travelmarvel holidays are an impressive variety of 'Insider Experiences', unique sightseeing where guests can live 'like a local', 'special stays' in unique and breathtaking hotels and surroundings; and 'a taste of' their destination through authentic culinary experiences.

Fleet

- Europe: *Travelmarvel Jewel, Diamond & Sapphire, MS Douro Serenity, MS Alexander Borodin*
- Asia: *RV La Marguerite, RV Rajmahal, RV Princess Panhwar*
- South America: *M/V Anakonda, Delfin III*
- Australia: Mercedes Benz and Isuzu custom-built 4WD vehicles, *Coral Princess, Coral Expedition I*
- New Zealand: Holland America Lines premium ships
- Canada & Alaska: Holland America Lines premium ships
- Rail Charters: Great Rail Journeys

Demographic

- 55+
- Travelling companions from Australia and New Zealand
- Retired or semi-retired
- Well-researched travellers

Destinations

- **Europe:** Austria, Belgium, Bosnia & Herzegovina, Croatia, Czech Republic, England, Estonia, Finland, France, Germany, Hungary, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Scotland, Slovakia, Slovenia, Spain, Sweden
- **Africa:** Botswana, Kenya, Rwanda, South Africa, Tanzania, Zambia
- **Asia:** Cambodia, China, India, Japan, Myanmar, Sri Lanka, Vietnam
- **Australia:** Northern Territory, The Kimberley, Queensland, Tasmania, Western Australia
- **New Zealand**
- **South America:** Argentina, Brazil, Bolivia, Chile, Colombia, Cuba, Ecuador, Peru, Uruguay
- **Canada:** Alberta, British Columbia, Manitoba, Montreal, New Brunswick, Nova Scotia, Ontario, Prince Edward Island, Quebec
- **USA:** Alaska, Arizona, California, Colorado, Georgia, Illinois, Louisiana, Maine, Maryland, Massachusetts, Nashville, Nevada, New York, Tennessee, Texas, Vermont
- **Russia**
- **Antarctica**

Seasonality

- **Europe:** March to December
- **Africa:** May to October
- **Asia:** all year
- **Australia:** all year
- **New Zealand:** all year
- **South America:** February to November
- **Canada & Alaska:** April to September
- **USA:** all year
- **Russia:** May to September

Style of Touring

- Enjoy your holiday, your way with a range of Select Experiences on offer

Accommodation

- High-quality (4-star) hotels
- Stylish game lodges and tented camps in Africa

Promos/Discounts

- A range of superdeals are available such as fly-free
- Find our latest superdeals at travelmarvel.com.au/specialdeals

Agent Incentives and Rebates

- Famil opportunities
- Exclusive ATG VIP program provides rewards to agents
- Top-selling ATG agents eligible for a range of benefits
- Training modules available via weblink for agents
- For further information see <http://brochures.aptouring.com.au/books/msmy>

Passenger Loyalty Program

- **Traveller Club:** Silver, Gold or Platinum members can receive access to exclusive member-only offers, invitation to special events and a free travel kit with personalised itinerary.

Inclusions

- Gratuities, port charges and airport transfers
- Comprehensive sightseeing with local guides, park fees and portage.
- A range of cultural activities, special dining experiences, premium accommodation and truly personalised service
- Travelmarvel's unique Insider Experiences

Unique Selling Points

- Premium journeys at exceptional value
- Part of the award-winning APT Travel Group
- A range of once-in-a-lifetime experiences
- See the highlights, while also veering from the tourist trail
- A perfect balance between organised sightseeing and exploration at your own pace

Good to Know

Coach touring group size	20-50
River cruising group size	90-170
On-road sales team	Australia-wide, phone 1300 336 932
Niche/specialty	River Cruising & Great Rail Journeys
Guaranteed departures	✓
Meals	Most meals included
Cruise and rail connections	Cruise and rail on many tours
Charters	✓
Passenger online registration	✓
Add-on/upsell options	✓



CONTACT DETAILS

Phone: 1300 668 298

Email: info@travelmarvel.com.au

Website: www.travelmarvel.com.au




Abercrombie & Kent

ABERCROMBIE & KENT was founded in 1962, and in the ensuing years has built a reputation for quality, service and for taking discerning travellers to the ends of the earth.

A&K has a unique infrastructure within the travel industry, with our own ground operations and local offices around the world providing a network of specialist knowledge and first class service. Today A&K has 52 offices and over 2,300 members of staff and can boast a wholly-owned fleet of boats, lodges, camps, and 340 vehicles. It is only through having this ground presence that A&K can safely claim to be able to manage clients' needs from an initial enquiry through to their travel experience and on to their safe return home.

Abercrombie & Kent look forward to working with you to design the perfect A&K journey – whatever style that may be!



Demographic

- Age - Generally older but shifting with an increasing trend of intergenerational travel
- Socio Economic – C-Suite, Professionals and Self-Funded Retirees
- Favourite Holiday Interests – Food & Wine, Rest & Relaxation, Action & Adventure and Culture.
- Travel within Australia up to four times a year
- Travel internationally up to two times a year
- Choose between private travel and small hosted groups

Destinations

- Latin America
- India & the Orient
- Europe
- Africa, Arabia & Persia
- Australia, New Zealand & PNG
- Polar Expeditions

Accommodation

- Luxurious but boutique where possible (or best available in more remote destinations)

Promos/Discounts

- Qantas Frequent Flyer Program

Agent Incentives and Rebates

- A network of Sales Managers support agents across Australia
- An agent portal provides sales support and selling tools - <https://www.abercrombiekent.com.au/agents/login>
- Top selling agents are eligible for a range of benefits

Unique Selling Point

- We have our own ground operations and local offices around the world providing a network of specialist knowledge and first class service
- We have a wholly-owned fleet of boats, lodges, camps and 340 vehicles
- A ground presence that enables us to manage client's needs from an initial enquiry through to their travel experience and on to their safe return home

- Local guides on the ground in 52 different countries
- A&K can provide you with exclusive insider access to experiences that other travel companies simply can't provide. So whether you want a tour of the pyramids with your own Egyptologist, observe a private food offering ceremony with Buddhist monks in Thailand or browse the private art collection of the Medici's in Florence, our experts will know just how to make it happen.

CONTACT DETAILS

Phone: 1300 851 925

Email: contact@abercrombiekent.com.au

Website: www.abercrombiekent.com.au

Good to Know

Travel Styles	Private Journeys, Small Group Journeys, Expeditionary Cruising and more
Value for Money	Luxury and Pioneering Travel Experiences
Touring	Unique, exclusive or hard to access touring experiences that connects clients with local people, culture and provides opportunity for self-discovery
Quality	In all areas of the customer journey, the very best service and extraordinary care
Groups	18 clients or less, guaranteed departures, guest hosts on some trips plus expert local hosts
On the road sales team	Coverage of all states in Australia and New Zealand



ADVENTURE DESTINATIONS is an independent, Australian owned tour wholesaler specialising in “Creating Affordable Quality Travel Experiences” for individual and group travellers to adventurous destinations. Our destination expertise includes Canada, USA, Africa, Mauritius, Madagascar, Borneo, Malaysia, Brunei, South America, Antarctica, Turkey, Greece & Balkans. Tours offered range from stopover packages to extensive pre-booked and tailor-made itineraries. Product includes self-drive itineraries, cruising, wildlife viewing, car and motorhome rental, eco-tours, transfers, sightseeing, accommodation, rail and coach tours. For over 20 years we’ve searched out the very best value for money travel experiences on the planet, designing a constantly expanding range of products to suit every style and budget. Our expert staff have over 70 years combined experience in international travel, and we make frequent trips back to our specialised areas to stay on top of the latest trends, properties and attractions. We know we offer the expertise to turn any holiday into the trip of a lifetime.

Demographic

- Primarily 40-65 years
- Travellers looking for experiences in the destinations they are travelling to
- Independent or small group travellers

Destinations

- Canada
- USA
- South America & Antarctica
- Africa, Mauritius & Madagascar
- Borneo, Malaysia & Brunei
- Turkey, Greece & the Balkans

Seasonality

- Year round

Accommodation

- 3-5 star hotels
- Luxury tents in Africa
- Unique accommodation
- Motorhomes
- Small to big cruise ships
- Trains

Promos/Discounts

- Specials flyers include airfares ex Australia
- Special offers regularly available
- Rebranding of flyers available

Agent Incentives and Rebates

- Top selling agents eligible for benefits
- Famil opportunities

Unique Selling Point

- Flexible packages
- Experts in tailor made itineraries
- Extremely knowledgeable on our destinations
- Extensive range of products
- Experienced Groups Specialists



CONTACT DETAILS

Phone: 1300 136 330 or 03 9570 4466
Website: www.adventuredestinations.com.au

Good to Know

On road sales team	BDM in Victoria
Destination knowledge	Our staff have travelled to the destinations we sell, and we sell almost any product in our destinations
Brochures	Additional Range of supplementary brochures only available on our website Brochure supplies available directly from our office
Groups	Access to a large range of small group products
Add-on/upsell options	✓ Offer add-ons, upgrades and upsell opportunities
Minimum booking requirement	✗
Mailing list	✓ Join our mailing list for regular email blasts on new products

BENCH AFRICA is regarded as the most prominent Africa holiday specialist in Australia. Established in 1969, they have 48 years of knowledge, unrivalled in the industry and are committed to providing stylish, unique and memorable Africa tours from Australia.

Bench Africa prides themselves on a high level of customer service and an overall standard of excellence, with the personal touch. Each member of the Bench team of Africa experts has travelled extensively throughout this vast and enigmatic continent. You can be confident that they have the in-depth knowledge to design the very best Africa holiday packages and personalised trips for your valued customers.

Choose from a number of travel itineraries, escorted or independent, photographic or special interest. Bench can also modify your package to cater to any specific needs.

With offices in South Africa and Kenya, Bench Africa have their eyes and ears on the ground, and can be there every step of the way, gliding effortlessly through the whole process.



Fleet

- East Africa: Safari Minibus, 4X4 Safari Vehicle or Private Aircraft
- Southern Africa Tours: Air-conditioned luxury vehicles
- Adventure Tours: 12-24 seater Safari Vehicle/ Overland Trucks
- Private Game Lodges: Open 4X4 Safari Vehicles

Demographic

- Primarily 45-65 years
- Adventure Tours: 30-55 years
- Honeymoons & Family Safaris

Destinations

- East Africa: Kenya, Tanzania, Uganda, Rwanda, Ethiopia
- Southern Africa: South Africa, Namibia, Botswana, Zambia, Zimbabwe,
- North Africa: Morocco, Egypt
- Arabia: Egypt, Jordan, Oman, UAE
- Indian Ocean: Mozambique, Madagascar, Mauritius

Seasonality

- January – December

Accommodation

- Participation camping
- Good quality (3-4 star) hotels, game lodges and tented camps
- Luxury and premium accommodation available (5+ star)

Tailormade Tours

- Create bespoke itineraries to suit your needs
- Choose from a range of small boutique camps and lodges
- Experience unique flying safaris
- Luxury rail journeys
- Off the beaten track safaris
- Tailormade small group tours available

Agent Incentives and Rebates

- Famil opportunities
- Agents discounts
- Free Online Training Module; Safari School

Unique Selling Point

- We only sell Africa, we're experts!
- Office in South Africa and Kenya
- Personalised documentation packs
- 24-hour emergency phone
- Tailormade experts, create bespoke itineraries to suit your needs
- Flying safaris, Luxury rail journeys, Off the beaten track safaris, tailormade small group tours... we do it all

CONTACT DETAILS

Phone: 1300 AFRICA (237 422)
Website: www.benchafrika.com.au
Email: info@benchafrika.com.au

Good to Know

Group size East Africa	avg 7	max 12
Group size Southern Africa	avg 16	max 24
On road sales team	NSW/ACT, VIC/TAS/SA/NT, QLD, WA, email agents@benchafrika.com.au	
Niche/specialty	Africa	
Guaranteed departures	✓	
Meals	Breakfasts, some lunches, some dinners	
Groups/charters	✓	
Add-on/upsell options	✓	
Personalised documentation booklets	✓	
Tailormade itineraries	✓	



COLLETTE gives you more value in every way...

Delivering quality service for 99 years, Collette reaches every continent. Whether you're looking for a multi-country tour, a small group adventure, a relaxing cruise, or a shorter city-stay, Collette has the perfect tour for you. Experience world-class service with round-trip chauffeur service from your front door to the airport included in each tour, along with in-depth expertise from professional tour managers, carefully designed itineraries and handpicked, superior hotels.

Demographic

- 55+ year olds / Baby Boomers

Destinations

- Worldwide
- Over 160 tours across all seven continents

Seasonality

- Depending on location, some tours are seasonal, and others operate year-round

Accommodation

- 4-4.5 star superior, hand-picked accommodation in central locations

Promos/Discounts

- Between 1 March-30 April 2018 save between \$250-\$500 per person on select Europe tours

Agent Incentives and Rebates

- Generous commission structures and FAM offerings

Passenger Loyalty Program

- Loyalty Discount: Book your second tour with 12 months to receive \$150 off per person!

Unique Selling Point

- The Collette Chauffeur: private chauffeur driven airport transfers for passengers living within 40km of a major Australian airport. Included on all bookings. Small surcharge will apply for passengers living between 41-70kms
- Collette are experts in private special group travel

CONTACT DETAILS

Phone: 1300 792 195

Website: gocollette.com

Good to Know

Group size Classic style tour	avg 30	max 44
Group size Explorations style tour	avg 18	max 24
On road sales team	Sydney, Brisbane, Melbourne, Perth based sales rep service all of Australia	
Niche/specialty	Worldwide escorted tours	
Guaranteed departures	On all our product range we have guaranteed departure dates.	
Meals	All breakfasts included, as well as many lunches and dinners	
Cruise and rail connections	Collette uses cruise and rail components as part of our guided itineraries	
Wifi onboard coach	✔ in most locations	
Add-on/upsell options	Pre and post tour options and extensions are available on most itineraries	



Guests being picked up by the Collette Chauffeur

WITH MORE than 40 years of experience, Contours Travel is Australia's most experienced and longest running Latin American travel wholesaler and agency, specializing in tailor-made, small group itineraries and special interest tours in Mexico, Cuba, Antarctica, South America, Central America and the Caribbean Islands.

We have long established relationships with our suppliers, ensuring competitive prices and quality service. On top of that, all of our consultants have either lived or travelled extensively through Latin America; so you can rest assured that you are in good hands. We will guarantee our services and ensure a level of care, safety, and flexibility in our tours like no other operator.



Demographic

- Primarily 40+ years
- Australian travellers
- Special interests

Destinations

- Mexico
- Cuba & Caribbean
- Central America
- South America
- Antarctica

Seasonality

- All year round

Accommodation

- Glamping
- Homestays
- Boutique properties
- 3 – 4 star hotels
- 5 star luxury accommodation

Tailormade Tours

- All our trips are FIT and can be tailored to your needs
- Small group tours to South America and Mexico are also available

Unique Selling Point

- Comprehensive pre-departure kit including 24-hour emergency contacts, a Spanish phrase book and Contours Travel's list of suggested reading, movies and restaurants to enhance your travel experience

CONTACT DETAILS

Phone: +61 03 9328 8488
 Fax: +61 03 9329 7517
 Reservations: 1300 135 391
 Email: contours@contourstravel.com.au
 Website: www.contourstravel.com.au

Good to Know

Group size	Small group tours have a maximum of 16 passengers. However, we design tailor-made itineraries that range from solo travellers to big groups.
On road sales team	Headquarters based in Melbourne, Australia. Sales representatives available in Queensland, New South Wales, Victoria, South Australia and West Australia.
Niche/specialty	Tailormade tours
Guaranteed departures	✓
Meals	Depends on product
Cruise and rail connections	✓
Groups/charters	✓
Passenger online registration	✗
Add-on/upsell options	Yes, options depends on the product



THE TIME has come to give your client that holiday they've been waiting for – whether it's in Europe and Britain or our new 2017 tours across USA, Canada and Mexico.

With prices that won't break the bank, CostSaver offers value tours without compromise that are jam-packed full of fun, filled with must-see sights and plenty of free time for the me-time you need to indulge in your interests. Not only that but they're operated by the industry leader, Trafalgar, which means that each of their 51 trips has quality you can trust, with a 94% genuine guest satisfaction rating from independent feedback engine Feefo.

Exceed your client's expectations, not their budget.

Types of Traveller

- First-time travellers looking for a hassle-free holiday packed with value
- Families looking for an affordable option to explore Europe and the Americas
- Mid-life couples and solo travellers who enjoy the ease and inclusions plus the free-time planned in to explore

Travel Modes/Options

- CostSaver guests travel on Trafalgar luxury coaches with wifi with a Trafalgar-trained Travel Director and hand-picked hotels.

Destinations & Seasonality

- Europe & Britain: April to November
- USA, Canada & Mexico: April to October

Trip Styles

It's as simple as two ways to travel:

- Regional Experiences: Delve deeper into a certain country or region, stay longer in popular cities and visit specially selected sights
- Panorama Tours: Explore up to 14 countries and cultures or discover as many places as you can in up to 28 days

Tailormade Options

- Choose from custom trips created especially for our clients or group allocations on our existing departures
- Family and friends, associations, school or work groups and special interest

Unique Selling Point

- Value - Quality paired with quantity, when it comes to sightseeing tours in major cities
- Ease - Travel is hassle-free, because we take care of every detail
- Fun - Our dynamic, Trafalgar Travel Directors and Local Specialists keep each day upbeat and full of surprises
- Great hotels – guests stay in hand-picked hotels that showcase the destination, vetted by Trafalgar's quality control team
- Trafalgar luxury air-conditioned coach transport with wifi
- 94% genuine guest satisfaction from 3,900 reviews on independent engine Feefo
- Best-priced tours in USA & Canada - guaranteed!

Agent Education and Benefits

- Learn earn and travel with the Trafalgar Academy. Visit trafalgar.com/agentacademy
- Acclaim Achievers 2017 – South America! Every client booked in will get you one step closer to securing your place!
- We also give maximum travel discounts, extra sales support, priority educationals and more for top sellers. And we help grow your business with our special development programme.

CONTACT DETAILS

Phone: 1300 78 78 78

Website: www.costsaver.trafalgar.com

Good to Know

Group size	Up to 50
On road sales team	NSW/ACT, VIC, QLD, SA/NT, WA
Niche/specialty	Value based tours
Meals	Breakfasts included (all in Europe, some in America) Some lunches and dinners in Europe
Cruise and rail connections	Cruise on some itineraries
Wifi onboard coach	✓
Groups/charters	✓
Passenger online registration	✓
Add-on/upsell options	✓
Guest feedback & reviews	A true 94% guest satisfaction rating from over 3,900 reviews through independent feedback engine Feefo

EXOTIC TOURS are a Wholesale Tour Operator.

Established in 2010 in New Zealand, Exotic Tours works with travel agents & brokers to provide the best service and products for the client. We specialise in Private FIT, Seat-in-Coach & Escorted Group Tours. Our high standard of service delivery, excellent turn-around times, years of travel experience, great presentations and friendly, practical advice has seen us receive a number of industry awards. The process is simple – get in contact, 7 days a week (emails only on weekends), with a brief outline of what your client wants and we'll do the rest! Packaged and beautifully presented, our programs can include cultural, off beat experiences, opportunities to mix and mingle with the locals, exotic highlights along with all the usual sightseeing must do's! Choose from our readymade itineraries and ask us to design a great program as per your client's wishlist. We also represent Fez Travel in Australia & New Zealand.



Tours

- Individual/ FIT Tours: Tailor made tours including Transfers, Tours & Accommodation packaged to suit your client
- Group/Escorted Tours: Seat-in-Coach and Escorted Group Tours with set departure dates Exotic Tours also host a number of Escorted Tours or we can put one together for you
- Special Interest Tours: We can arrange a number of Special Interest Tours for example Culinary, Photography, Wellness, Sports, Yoga, Religious, Wildlife, Cultural
- Incentives & Conferences: Can be arranged worldwide

Demographic

- As most of our tours are tailor-made we can cater for all ages and abilities

Destinations

- South East Asia: Vietnam, Cambodia, Laos, Thailand, Myanmar, Malaysia, Borneo, Indonesia, Singapore, Philippines
- East Asia: Japan, China, South Korea, Hong Kong, Taiwan
- Indian Subcontinent: India, Bhutan, Nepal, Sri Lanka, Maldives
- Middle East: United Arab Emirates, Egypt, Iran, Israel, Jordan, Oman, Qatar
- Southern Europe: Italy, Greece, Turkey, Croatia, The Balkans

Seasonality

- Our tours can be arranged throughout the year

Accommodation

- We offer an extensive accommodation range varying from 4 star & 5 star hotels, exotic spas and resorts, palaces and even luxury desert camps

Promos/Discounts

- Subscribe to our newsletter to keep up-to-date with offers and incentives. Just email us on info@exotic.net.au

Agent Incentives and Rebates

- We love our agents and can offer a great package including attractive commissions, incentives, overrides, fam opportunities, product training and marketing support. Contact us for more details info@exotic.net.nz

Passenger Loyalty Program

- We offer a 5% discount to any clients travelling with us a second time

Unique Selling Point

- We are a wholesaler with a difference. We work with you to provide your client with the best service, product and experience. Our quote to sales conversion rate is higher than industry standards as we aim to get it right from the beginning. Try us once and see for yourself!

CONTACT DETAILS

Phone: 1800 316 379 (toll free)

Email: info@exotic.com.au

Website: www.exotictours.com.au

Skype: rsvpakl

Good to Know

Group size	We can cater for any individual or group size booking!
On road sales team	Email us at info@exotic.net.au
Niche/specialty	Wholesale FIT, SIC, Escorted Groups, Special Interest Groups & Groups & Incentives Worldwide
Guaranteed departures	Some of our tours have set departure dates
Meals	As per itinerary
Cruise and rail connections	Where applicable on our tours
Wifi onboard coach	Not usually – but you will be too busy enjoying the views!
Groups/charters	✓
Passenger online registration	No need as we look after everything for the passenger
Add-on/upsell options	There are plenty of add on options with our tours



EXPLORE WORLDWIDE has run small group adventure holidays since 1981. We are passionate about what we do and we love to travel. With 35 years experience we specialise in small group adventure holidays and currently have over 500 trips on offer in over 120 countries, offering a choice that is second to none. We have a wide range of adventure travel options and experiences including walking and trekking tours, cycling tours, polar voyages, family adventure holidays and much more. Our wide range of activities and experiences, award winning tour leaders, commitment to responsible travel and a pinch of Explore spirit, keeps our customers coming back year after year.

Touring Range

- Small Group Trips (with walking & cycle trip options)
- Private Trips
- Self-guided walking & cycling options

Demographic

- With our wide range of travel themes, types and styles, there's something for everyone, from families to solo travellers and everything in between

Destinations

- Africa & Madagascar
- Asia
- Europe
- Central & South America
- North America
- Middle East & Egypt
- Australasia
- Polar Regions

Seasonality

- Our trips operate year-round, however each region has its own seasonality with our tours operating at the best time to visit

Accommodation

- All our accommodation is carefully chosen for its location and character. As a guide, we've allocated an accommodation grade to all our

trips. Standards may vary depending on which country you are visiting and on some trips a range of grades are used

- Grades include; Simple - no-frills accommodation. Sleeping arrangements are simple and amenities are adequate. Standard - mid-range accommodation. Offers a good level of service and amenities. Premium - accommodation is hand-picked and chosen for its character, location or local importance. These properties have excellent facilities and a higher level of comfort and service

Promos/Discounts

- To offer great value for money for our customers we offer periodic bonus offers, discounts and promotions on many of our products and destinations. These are featured on our website homepage

Unique Selling Point

- Over 35 Years' experience
- Range of travel themes and experiences
- Expert local tour leaders
- Extensive array of destinations
- 100% price guarantee
- No compulsory single supplements
- Free private arrival & departure transfers
- Online – last seat availability
- 97% of our customers would book with us again - 'Reevoo' – September 2016
- Generous Loyalty Discounts for repeat travellers

CONTACT DETAILS

Phone: 1300 439 756

Email: res@exploreworldwide.com.au

Website: www.exploreworldwide.com.au

Good to Know

Average group size	14-16 people
Solo travellers welcome	✓
Guaranteed departures	✓
Niche/specialty	Small group adventure travel
Meals	Breakfast daily with other meals when essential
Add-on/upsell options	Many trips have extension opportunities, either combining with another tour or simply a few extra days on a beach!
Cycle tour, electric bike option	On selected trips



GECKOS ADVENTURES are designed for travellers aged 18-29 who like to have a good time with others their own age, but don't want to spend their whole trip crammed into a bus with 40 hungover backpackers.

You want to meet locals, embrace new cultures and actually learn stuff while also making friends and hitting up backstreet bars, tasty street stalls and cool secret spots along the way.

If that's not enough, each time you travel with us, you make a difference. We keep our groups small and do things the local way to reduce our footprint while ensuring an awesome grassroots adventure for you. Plus, we make a contribution to our social enterprise partner Friends-International for every trip booked!



Fleet

- Varied. Local trains, local bus, private vehicle, train, plane, camels, boat, tuk-tuk, 4x4's, overland trucks...

Demographic

- For travellers aged 18 to 29 (average age of 24). They want to travel with people their own age as they highly value the social currency of travel.

Destinations

- Africa
- Asia
- Central America
- Europe
- Middle East
- North America
- South America

Accommodation

- Nobody travels to see the inside of a coach or hotel lobby. That's why we use local transport and accommodation wherever we can (and throw in the occasional homestay/treehouse/houseboat for extra fun times).

Promos/Discounts

- For every trip booked we make a contribution to 'Friends International' on your behalf.
- Book 3 or more tours and receive a 5% discount.

Agent Incentives and Rebates

- Preferred agents will receive 40% off all Geckos trips booked outside of 60 days of travel.
- Preferred agents will receive 60% off all Geckos trips booked inside of 60 days of travel.
- Companion rates also available. Conditions apply, talk to our reservations team or your BDM for more information.

Passenger Loyalty Program

- Legends program – tenth tour is free up to the value of \$1,800. This applies across all Intrepid Group tours e.g 3 Intrepid, 6 Peregrine, 1 Geckos would qualify as a Legend
- <http://www.geckosadventures.com/en-au/loyalty-program>

Unique Selling Point

- With Geckos, you'll travel with, on average, just 10 other people aged between 18 to 29
- Our leaders are pretty great - they're born and bred in the regions we visit
- Geckos has partnered with Friends-International so for every trip booked we'll make a contribution to support their vocational training programs for marginalised youth
- Geckos offset the main carbon emissions created by your trip on your behalf

CONTACT DETAILS

Call: 1300 791 536

Email: agentsales@peregrineadventures.com

Website: www.bookings.geckosadventures.com/agents

Good to Know

Group size - small group tours	avg 10	max 16
On road sales team	Team of 14 in Australia covering: VIC/TAS, SA/NT, WA, NSW/ACT, QLD	
Niche/specialty	Top selling trips are Morocco, Cuba, Vietnam, Cambodia, India & Nepal	
Meals	Meal inclusions vary by itinerary	
Cruise and rail connections	✓	
Groups/charters	✓	
Passenger online registration	✓	
Add-on/upsell options	✓	



GETAWAY SRI LANKA is a Destination Management Company (DMC) to all travel related needs of the destination Sri Lanka, with fully licensed offices in both Australia & Sri Lanka with specialized Sri Lankan staff catering to all the travel related needs of the destination Sri Lanka under the flagship of 'Go Travel International', a Premium Travel Company founded by the diverse Corporate, the ABC Group, Melbourne, Australia in 2008.

Our young, dynamic and friendly team of travel consultants are passionate travelers for decades traveling to every nook and corner of the island working with the most reliable suppliers the island has to offer.

Our main focus is to use our decades of travel expertise to offer Reliable, Consistent, Ethical and Socially Responsible Travel Solutions, and make lifetime memories for our valuable clientele.

Our Company's continuous investment in Infrastructure, Technology, and Personnel is our Commitment & Assurance towards making the ultimate travel experience for our clients, from competitive Air fares, Accommodation, Transport, to a wide range of Tour Packages.

Fleet

- 33/45 Seater Coach
- 29 Seater Super Long Mini Coach
- 18 seater Mini Coach
- Cars/Vans for groups below six passengers
- VIP TOURS- BMW, BENZ & SUV
- Adventure/Safari Tours: Front facing 4X4 Safari Vehicle/Jeeps
- Domestic Flights, Sea Plane (upon request)

Demographic

- General: 20-65 years
- Adventure Tours: 30-55 years
- Honeymoons & Family Safaris

Destinations

- Sri Lanka
- Maldives

Seasonality

- Year round destination
- May to October - best season for Sri Lanka's eastern coast for beach stay
- November to April - best season for Sri Lanka's south west coast for beach stay

Accommodation

- Luxury boutique hotels
- Good quality (3,4 & 5 star) hotel
- Game lodges and tented camps
- Luxury mobile tented camping
- Eco-lodges, Villas, Home-stays

Tailormade Tours

- Create bespoke itineraries to suit your needs
- Choose from a range of basic hotels to luxury boutique hotels
- Experience unique safaris to wildlife parks
- Luxury rail journeys
- Experience whale watching cruise/boat ride in the Indian Ocean
- Tailor-made small group tours available

Agent Incentives and Rebates

- Familiarisations tours to Sri Lanka
- Agents discounts
- Lowest rates guaranteed for large groups
- Free accommodation for foreign tour leader (for groups above 15 pax)

Unique Selling Point

- Office in Australia
- Tailor-made experts, create bespoke itineraries
- Pricing in AUD, no exchange fluctuation risk
- Decades of industry experience – 7 years in Australia
- Only CATO endorsed Tour Company with fully licensed offices in both Australia and Sri Lanka
- ATAS and AFTA accredited
- Availability - In Australia can be contacted till midnight and in Sri Lanka available 24 hours

CONTACT DETAILS

Phone: 1300 526 526 (Australia)

+94 777 666 660 (Sri Lanka)

Email: info@getawaysrilanka.com.au

Website: www.getawaysrilanka.com.au



HOLIDAYS ON LOCATION is part of a family-owned business specialising in individual touring, group affinity touring, and educational group travel to destinations throughout the world. Our principal operations are wholesale touring programs for the individual and tailored touring for special groups. Product development concentrates on exploring new opportunities with existing products and developing new travel products for the Independent traveller and Special Interest groups.

In the 38 years of Holidays On Location's operations, the key destinations introduced are: Switzerland, Austria, Germany, Britain & Ireland, Pan Europe – Czech Republic and Hungary. Holidays On Location's venture into the Canadian Market began in 2014. So, why did it take so long to bring Canada on board Holidays On Location's suite of touring programs? Perhaps this is best explained by the "hasten slowly" approach taken over Holidays On Location's 38 years of experience. It's not enough to simply cobble together a touring program and take it to market.



Destinations

- **Switzerland:** There is no more relaxing way to enjoy the magnificent scenery of the Swiss Alps than on a rail tour! The Swiss railway system includes some of the most impressive engineering in the world travelling through valleys and mountain passes and past beautiful lakes and villages. Choose from our range of Switzerland Rail Holidays to find what suits you. There are many options available and we can tailor your Swiss rail journey to suit your client.
- **Austria** is full of music, mountains and memories of its imperial past. You will discover magnificent scenery around every corner – vineyards, ancient castles and abbeys overlooking the River Danube, wooded hills rising out of lush farmlands, lakes dotted with sailboats and ringed by soaring mountains, alpine peaks and their icy world of glaciers reaching for the sky!
- **Germany** is now one of the most stable and progressive countries in the world, boasting the largest national economy in the European Union and an enviably high quality of life. It also happens to be a country that is home to a wealth of cultural riches, several truly cosmopolitan cities, a famous beer and wine industry, and 27 UNESCO World Heritage Sites.
- **The Czech Republic** has become one of Europe's must-see countries, welcoming millions of visitors each year. Beautiful Prague's city centre is a remarkably well-preserved record of over 600 years of leading European architecture.
- **Hungary** acts as a gateway between Western and Eastern Europe from its location near the centre of the continent; the small landlocked country is a fantastic Europe destination.
- **Canada:** This is a wonderful tourism destination for the Australian traveller that meets all expectations of families, couples, individuals and affinity groups, and takes in some of the most breathtaking scenery in the world together with the cultural sophistication of its diverse cities.
- **Britain & Ireland:** All regions of England are easily accessible from London famous for its history, culture and pageantry. Scotland is a haven of purity, beauty, wilderness and romance. The land of Thistle and Heather. Wales with dramatic mountains, tumbling rivers, green valleys and is a real gem! Northern Ireland is a land of immense variety, with wave-swept coastal drives, hazy mountains and intriguing towns and villages. Ireland – One hundred thousand welcomes! A country steeped in history and culture.

Seasonality

Summer Touring:

- Very few places in the world can recreate the timeless splendour of Europe – a historical, cultural and geographical continent which holds most of the must-see countries in the world. Be prepared for the most enchanting and exciting trip of a lifetime!

Winter Touring:

- Embrace the delights of winter touring in the northern hemisphere with a selection of specially-chosen vignettes from our vast range of independent and group tours. European favourites such as German Christmas Markets, the Silent Night Chapel and Jungfrauoch – part of Europe – are all part of our selection.

- Talk to us at Holidays on Location and discover just how much more we can offer.
- Talk to us at Group Travel Synergy. The Group Travel division of Holidays On Location

Coach and Private Touring

- Holidays On Location offer coach touring in Britain & Ireland, Switzerland and Germany and private touring itineraries tailored to your specific requirements through Britain and Ireland and throughout Europe.

Unique Selling Points

- Reservations team that know our destinations from first-hand experience
- Short waiting time for reservations
- HOL produce traditional full-colour, high-quality consumer brochures
- Brochures are despatched directly and immediately to agents by courier
- Complete, detailed hard-copy itineraries & documentation with supporting destination information for agents' clients
- Luxurious, single-room accommodation family trips for supportive agents

CONTACT DETAILS

Phone: 1300 65 10 65 or
(03) 9851 8747

Email: travel@holidaysonlocation.com
Website: www.holidaysonlocation.com



IBERTOURS is a specialist wholesale operator that provides in depth creative and cultural tourism to the region we call The Iberian Triangle - Spain, Portugal and Morocco.

Now in its 26th successful year of operation, IBERTOURS real forte is the development of creative and innovative itineraries for the discerning traveller.

At IBERTOURS we have a team of professionals with extensive knowledge of The Iberian triangle. Our staff members' comprehensive knowledge is derived from many years of living, travelling and researching in these fascinating lands.

Central to our product range are the Great Train Journeys of Spain, including the marvellous "El Transcantabrico Classic & Grand Luxe itineraries" across the Northern Coast, the luxurious "Al-Andalus" and the shorter "El Expreso de la Robla" in the north, for which IBERTOURS is Official Representative in Australia and New Zealand.

Our products are designed to capture the interest of the traveller who is looking for a travel experience with a different pace and style.

Touring Options

- Self-drive itineraries
- Independent rail itineraries
- Private tours
- Small group English only tours
- Walking tours including the St James Way
- Special interest packages: gastronomy, history and more

Accommodation

- Character & Heritage hotels
- Paradores of Spain
- Pestana Pousadas of Portugal
- Historic Manor Houses
- Central city short term rental apartments
- Unique stays such as winery hotels or restored palaces

Unique Selling Point

- We are the tailor made specialists!
- Real expertise in our region
- Creative and individually crafted itineraries
- Value add with cooking classes, winery tours, Flamenco or Fado nights, Douro valley day cruises

Destinations

- Spain
- Portugal
- Morocco



CONTACT DETAILS

Phone: 03 9867 8833
1800 500 016 (toll free reservations)
Email: travel@ibertours.com.au
Website: www.ibertours.com.au

Good to Know

	SPAIN	PORTUGAL	MOROCCO
Fully escorted coach tours	✓	✓	✗
Private driver tours	✓	✓	✓
Luxury train journeys	✓	✗	✗
Independent rail itineraries	✓	✓	✗
Walking tours	✓	✓	✗
Group travel (tailormade)	✓	✓	✓



INTREPID'S style of small group travel means you'll eat, sleep and move around the local way. With three travel styles to choose from, our trips strike the perfect balance between included activities and 'you time', and cater to a range of budgets – from no frills to some more comforts.

Plus, you'll have the knowledge of a local leader, taking you out of the guidebooks and into a world of real life experiences you're waiting to discover.

Intrepid means treading lightly, roaming widely, smiling broadly and eating deliciously.



Fleet

- Varied. Local trains, local bus, private vehicle, train, plane, camels, boat, tuk-tuk, 4x4's, overland trucks...

Demographic

- Intrepid travellers are a diverse bunch of people but with a shared attitude (and love) for authentic travel. While the typical age range for our travellers is 25-49 years (average age of 35), it's not age that defines them but attitude. Intrepid travellers are friendly, easy to get along with, don't mind going with the flow and there to make the most of their adventure from sunrise to sunset.

Destinations

- Africa
- Asia
- Central America
- Europe
- Middle East
- North America
- Australia & Oceania
- Polar
- South America

Accommodation

- Our accommodation is always local and authentic
- Basic trips use simple and clean budget accommodation, with camping on some trips.
- Original trips use mostly standard tourist-class hotels mixed in with homestays or an overnight train.
- Comfort trips enjoy comfortable hotels

with a homestay or culturally significant accommodation

Promos/Discounts

- 2,500 Qantas Points on all Intrepid tours over \$1,000

Agent Incentives and Rebates

- Preferred agents will receive 40% off all Intrepid trips booked outside of 60 days of travel.
- Preferred agents will receive 60% off all Intrepid trips booked inside of 60 days of travel.
- Companion rates also available. Conditions apply, talk to our reservations team or your BDM for more information.

Passenger Loyalty Program

- Legends program – tenth tour is free up to the value of \$2,200. This applies across all Intrepid Group tours e.g 3 Intrepid, 6 Peregrine, 1

Geckos would qualify as a Legend

- <https://www.intrepidtravel.com/au/about/loyalty>

Unique Selling Point

- Plenty of real life experiences - those big WOW moments
- We offer over 1,000 itineraries and a range of budgets and travel styles.
- Because we travel in small groups (avg. 10), we are welcomed like a friend not a tourist.
- Responsibility is ingrained in all of our trips. We ensure they benefit local people, their cultures, economy and environment.
- Staying at more locally owned accommodation, eating local, using local transport and guides, means more money stays in the communities we visit.

CONTACT DETAILS

Call: 1300 360 887

Email: sales@intrepidtravel.com

Website: www.intrepidtravel.com/agents

Good to Know

Group size - small group tours	avg 10	max 16
On road sales team	A team of 14 in Australia covering: VIC/TAS, SA/NT, WA, NSW/ACT, QLD	
Niche/specialty	Cultural, Cycling, Food, Family, Sailing, Active trips	
Meals	Mixed - dependant on trips	
Cruise and rail connections	✓	
Groups/charters	✓	
Passenger online registration	✓	
Add-on/upsell options	✓	



JC HOLIDAYS is more than a travel wholesaler. From humble beginnings, JC Holidays is now one of the top players in the industry after launching its online platform in 2016. Backed by the world's largest bedbanks, you can now book accommodation, tours and transfers in 185 countries the simpler, faster and smarter way. With white label features, instantly generate comparison quotes, never pay a credit card surcharge, receive cancellation reminders and more. Backed by award-winning customer service, JC Holidays also offers extensive offline services for Middle Eastern and North African destinations.

Demographic

- Primarily 45-65 years
- Adventure Tours: 30-55 years
- Honeymoons & Family Safaris

Destinations

- North Africa: Morocco, Egypt
- Middle East: Israel, UAE, Jordan, Oman, Qatar

Seasonality

- January – December

Tailormade Tours

- Complete customisation of trips, tours and attractions
- No minimum number of pax required

Agent Incentives and Rebates

- Famil opportunities
- Agents' discounts
- Free Online Training Module

Unique Selling Points

- We are born and bred Middle East experts!
- Offices in Dubai and Egypt
- Personalised documentation packs
- Tailor-made experts, create bespoke itineraries to suit your needs
- Luxury Nile Cruise specialists

ONLINE SERVICES

Accommodation

- Search over 275,000 hotels and apartments in 185 countries around the globe.

Sightseeing

- Search over 25,000 tours and attractions in 450 cities

Transfers

- Book a range of transfer options in 150 countries including shuttle, private or car transfers

CONTACT DETAILS

Phone: 1300 789 902
Email: res@jcholidays.com.au
Website: www.jcholidays.com.au



Good to Know

Group size Europe, South America	We cater to all group sizes
Niche/specialty	MENA
Online booking tool	✓
Guaranteed departures	✓
Meals	Breakfasts, some lunches, some dinners
Groups/charters	✓
Add-on/upsell options	✓
Tailor-made itineraries	✓

EVERY YEAR Mat McLachlan Battlefield Tours take thousands of people to the WWI and WWII battlefields to retrace the footsteps of the Anzacs who fought and died for our freedom. Our leading War Historians will walk you through the battlefields taking you back in time and bringing to life the memories of courage and sacrifice.

There has never been a better time to visit the battlefields with the next two years offering special group tours for the centenary and anniversaries of battles fought in WWI and WWII, with these tours offering commemorative services to pay tribute and to remember our brave Anzacs, these especially will be most memorable and life-changing journeys.

All of our tours include: experienced historians, all published experts in their field; extensive touring of the battlefields; first-class transportation and accommodations; and unique cultural experiences.

We look forward to welcoming your clients on one of our very special journeys.



Fleet

- First class air-conditioned vehicles

Demographic

- 35-65+ years
- Families retracing the steps of relatives
- School groups

Destinations

- WORLDWIDE
- Europe: Belgium, France, Germany, Greece, The Netherlands, Italy, Turkey, Britain
- Asia: Vietnam, Cambodia, Singapore, Thailand
- The Pacific: Solomon Islands, Papua New Guinea
- Africa: South Africa

Seasonality

- All year round

Accommodation

- First class hotels or best available (3-4 star)
- Porterage in and out where available

Agent Incentives and Rebates

- If you would like to join one of our tours, please contact us about our fantastic travel agent discounts.

Passenger Loyalty Program

- 5% past passenger discount (on future group tours)
- Generous 2nd tour discount (when you add another group tour on the same trip)

Unique Selling Point

- Experienced historians, all published experts in their field
- Comprehensive guided tours of all significant Australian battlefields
- One of the most memorable and life changing experiences your clients will ever have
- Help with family research and visits to ancestor grave sites where possible
- Unique cultural experiences for your clients

CONTACT DETAILS

Phone: 1300 880 340

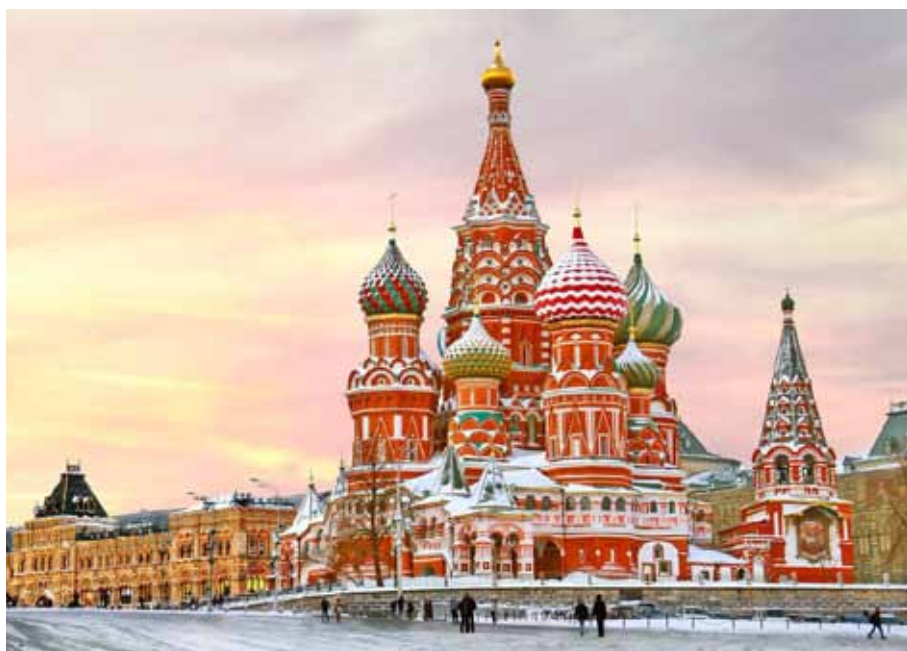
Email: info@battlefields.com.au

Website: www.battlefields.com.au



Good to Know

Group size group/anniversary tours	Average 35 per coach
Group size flexi tours	Average 2-4
On road sales team	✗
Niche/specialty	WWI and WWII battlefields worldwide
Guaranteed departures	✓ select tours
Meals	Breakfasts included, some lunches, some dinners
Cruise and rail connections	✓
Wifi onboard coach	✓ onboard select coaches
Groups/charters	✓
Passenger online registration	✗
Add-on/upsell options	✓



FROM GRAND palaces to historic temples, hot desert plains to snowy mountain peaks, cosmopolitan high rise to safaris at sunrise; we bring you the finest sights and adventures the world has to offer. Immerse yourself in a truly authentic local experience on one of our popular guided group tours, make a date with some of the world's most colourful festivals, take an unforgettable family adventure or tailor make that dream holiday, designed just for your customers.

Our tours are always accompanied by knowledgeable English speaking local guides and we include lots of authentic local experiences and distinctively local means of transport too. Our group tours are also ideally suited to solo-travellers, with many tours on our Signature range featuring single rooms, with no single supplements. For travellers with young kids and teenagers, we have a range of specially crafted Family & Teen Tours to a host of exotic destinations.

Fleet

- Private air-conditioned vehicles, style dependant on group size

Demographic

- Average age is 48
- Appeal is 25 – 65
- Groups are mainly made up of Australian, New Zealand, British, American, Canadian and South African travellers.
- 60% female travellers and 40% male travellers
- Mixture of singles, couples and groups of friends

Destinations

- Africa
- Asia
- Central America
- Europe
- Indian Subcontinent
- Middle East
- South America

Accommodation

- Signature Range - 3-5 star hotels
- Adventure Range - camping, guesthouses, or simple hotels
- Handpicked Range - 3-4 star hotels, lodges & sailboats
- Independent Range - your choice from simple to luxury

Agent Incentives and Rebates

- Regular Famil opportunities
- For more information refer to - <https://www.onthegotours.com/Agents/Login>

Passenger Loyalty Program

- Repeat passenger discounts
- Lifetime Deposits

Good to Know

Group size - Signature	avg 16	max 24
Group size - Adventure	avg 18	max 28
Group size - Handpicked	avg 12	max 45
On road sales team	All states, call 1300 855 684 for more contact details	
Niche/specialty	Egypt, India, Russia, Vietnam	
Guaranteed departures	✓	
Meals	Breakfasts included, some lunches, some dinners	
Cruise and rail connections	Cruise and rail on some itineraries	
Wifi onboard coach	✓ mostly	
Groups/charters	✓	
Passenger online registration	✓	
Add-on/upsell options	✓	

Unique Selling Point

- Product range – from Group tours, tailor-made holidays, family & teens tours, tours for solos, festival tours, private tours, short stays and stopovers and day tours – we have it covered!
- Sustainable travel - We care about the countries we visit and give back to their communities with donations to local schools and charities, employing local guides, dining in local eateries and staying in locally-owned hotels. With us, the large majority of your holiday funds stay within the destination
- Solo Travellers – A range of our Signature tours have the bonus of opting for a single room but at no extra cost, in addition to a no compulsory single supplement where we match travellers up in twin rooms for an instant travelling companion!



ORMINA TOURS is a luxury tour operator that specializes in small group and private journeys in Europe. We are an Australian company represented in over 250 select travel agents across Australia but our guests reside all over the world. We offer unique small group experience for a maximum of 10 guests per tour, handcrafted private FIT journeys, private guides and transfers and wholesale rates on the most exquisite 4 and 5 star hotels in Italy. Ormina Tours was established in 1997 as a specialist division of a diversified travel group that commenced operations in Australia in 1971. We are a family run business that is passionate about Europe. At Ormina, we love the history, culture and lifestyle of Europe and have family roots firmly planted in this incredible region of the world. Ormina Tours' initial focus was small group and private journeys in Italy. The company has since grown and has travelled with its customers by broadening its reach across Europe. It now operates in over 15 European countries, while maintaining a niche in the Italian market.



Fleet

- Deluxe Transport Mercedes or equivalent
- 2 Passengers = Sedan – Mercedes E Class
- 4-6 Passengers = Minivan – Mercedes V Class or Sprinter
- 7-10 Passengers = Deluxe Minibus

Demographic

- Our Small Group Journeys range from 35-75 with an average age of 55-60
- City Breaks and Private Journeys average age is 45-50
- We specialise in Multi-generational travel

Destinations

- Europe Only
- Italy
- Croatia
- Spain/Portugal
- Central Europe
- Malta
- Greece
- Many more across Europe

Seasonality

- April to October
- Tailormade journeys available any time

Accommodation

- Exquisite 4 & 5 star Hotels only
- Centrally located in major cities
- Wholesaler of 4 & 5 star hotels in Italy for FIT
- Leisurely paced with 2-3 night stays in each city

Agent Incentives and Rebates

- 10% commission on all Small Group Journey twin share
- 3% on the single supplement component

Tailormade Tours

- We craft full FIT journeys for clients
- Private or group sightseeing
- Services e.g. any transfer, yachts and activities such as lunches on wineries/ olive oil estates, personal shoppers, cooking classes and more
- Wholesaler of 4 & 5 star hotels in Italy

Point of difference

- Small Group Journeys max 10 passengers
- Guaranteed departure with 2
- 4.5 - 5 star hotels
- 2-3 Night Stays
- Ample leisure time

CONTACT DETAILS

Phone: 02 8076 2295 (Sydney)
08 9200 4495 (Perth)
+1 929 292 1152 (New York)
Email: info@orminatours.com

Good to Know

Small group journeys	max 10
On road sales team	Across the country
Niche/specialty	Italy/Europe
Guaranteed departures	✓ with two passengers
Meals	Breakfasts included, with some lunches and dinners
Cruise and rail connections	Dates align with certain Silversea and Uniworld cruises
Wifi onboard transport vehicles	✗
Passenger online registration	✗ email info@orminatours.com
Add-on/upsell options	Tours are all inclusive per the itinerary



ONE THING we've learned at Peregrine – you never outgrow adventure. The spirit that drives you to get out there and see the world.

Not through a coach window or with 50 strangers wearing headsets, not with a personal butler or a big buffet breakfast – but intimately, authentically and memorably.

At Peregrine we're for premium adventures, and for us that means embracing the spirit of adventure through a more immersive cultural journey. Hand-picked accommodation, small groups, award-winning local guides, added inclusions and a more considered pace. Premium means an exceptional experience, but never an artificial one.

Fleet

- Varied. Private vehicle, local bus, train, plane, camels, boat

Demographic

- 50s and 60s with an average age of 54
- Well educated
- Retired or thinking about retirement
- Experienced travellers who've been to many countries

Destinations

- Africa
- Asia
- Central America
- Europe
- Middle East
- South America
- Polar
- North America

Accommodation

- Handpicked local accommodation
- Feature stay of at least one night on most tours

Promos/Discounts

- 3,500 Qantas Points on all Peregrine tours over \$1,000

Agent Incentives and Rebates

- Preferred agents will receive 40% off all Peregrine trips booked outside of 60 days of travel.
- Preferred agents will receive 60% off all Peregrine trips booked inside of 60 days of travel.
- Companion rates also available. Conditions apply, talk to our reservations team or your BDM for more information.

Passenger Loyalty Program

- Legends program – tenth tour is free up to the value of \$2,500. This applies across all Intrepid Group tours e.g 3 Intrepid, 6 Peregrine, 1 Geckos would qualify as a Legend
- <http://www.peregrineadventures.com/en-au/loyalty-program>

Unique Selling Point

- Small group tours with a maximum of 16 people, average group size of 10
- Gratuities for services received as part of your tour package
- No single supplement if you are happy to share with someone of the same gender
- A considered pace of travel - more time to explore, soak up the atmosphere and relax at your own pace
- Award winning local guides

CONTACT DETAILS

Call: 1300 655 433

Email: agentsales@peregrineadventures.com

Website: www.peregrineadventures.com/agents

Good to Know

Group size - small group tours	avg 10	max 16
Group size - Adventure cruising	Between 30 and 50 passengers	
On road sales team	A team of 14 in Australia covering: VIC/TAS, SA/NT, WA, NSW/ACT, QLD	
Niche/specialty	Top selling trips are Morocco, Cuba, Japan, Italy. Other: Polar, Adventure Cruising	
Meals	Breakfast daily on most trips, some lunches, some dinners	
Cruise and rail connections	✓	
Groups/charters	✓	
Passenger online registration	✓	
Add-on/upsell options	✓	

SUN ISLAND TOURS is a niche wholesaler offering escorted coach tours, partially escorted tours, cruise and stay packages and private packages in the Mediterranean, Middle East and Central Europe.

Established in 1989 as a family owned and operated company, our focus is to offer specialised services, utilising expert, handpicked, local guides and centrally located accommodation, to ensure that clients receive a genuine touring experience.

In 2017, we feature 313 of our 314 tours and packages with Guaranteed departures. Most operate on a weekly basis throughout the year.

As a wholesaler, we believe in operating with Agents Only and not going direct to the consumer. As such, we have launched an Agents Only Online Booking System, whereby you can quote, book, amend and view itineraries and inclusions for all tours and packages.

For additional add-ons to the tours, we also offer pre and post accommodation, transfers, day tours, car hire and cruises.



Fleet

- Operating new or refurbished vehicles
- Depending on group size, may operate with coach, mini van or sedan

Demographic

- Primarily 30-60 years but depends on the destination
- Have some packages only suited to 18-35's
- Offer special interest packages which cater for the gay market, religious tours, school groups, families, health and yoga or sporting
- Ranges from all nationalities around the world

Destinations

- Central Europe: Germany, Switzerland, Czech Republic, Poland, Austria, Hungary
- Mediterranean: Greece, Turkey, Cyprus, Croatia, Slovenia, Italy, Malta, Spain, Portugal
- Middle East: Egypt, Jordan, Israel

Seasonality

- January – December

Accommodation

- Centrally located accommodation
- Choice of accommodation ranging from 2-5 stars

Promos/Discounts

- Most tours have earlybird discount that run until February or March

Agent Incentives and Rebates

- Famil opportunities
- Agent discount of 15% on all products
- Training modules available for agents
- Incentives for bookings made on our Agents Only Booking Site

Unique Selling Point

- Offering one of the largest range of tours and packages in the Mediterranean, Middle East and Central Europe
- Most tours run on a weekly basis
- Some tours are offered as small group departures
- Utilising local and expert suppliers for a genuine experience in the destination

CONTACT DETAILS

Phone: 1300 665 673
Email: info@sunislandtours.com.au
Website: sunislandtours.com.au
Agents Online Booking System:
agents.sunislandtours.com.au

Good to Know

On road sales team	NSW/ACT/VIC/TAS/QLD/SA/NT/WA
Niche/specialty	Mediterranean, Middle East, Central Europe
Guaranteed departures	✓
Meals	Breakfast included, some lunches, some dinners
Cruise and rail connections	Cruise and rail on some itineraries
Wifi onboard coach	✓ in most destinations
Groups/charters	✓
Passenger online registration	✗
Add-on/upsell options	✓ in most destinations



FOR OVER 50 years, Sundowners Overland has been crossing Asia from India to Europe and most places in between, offering the most extensive choice of overland journeys across the region. Today, as the world's leading Trans Siberian Railway, Trans Mongolian Railway, Silk Road and Caucasus specialists, we are committed to Sharing Asia Overland. Differently.

Our continued success is due to our focus on just one continent: Asia, and the quality of the journeys and experiences that we are dedicated to providing our clients. We believe your client's journey starts with us from your first enquiry and continues all the way through to the completion of their travels & beyond. Throughout the entire journey our experienced team of Travel Advisors, Ground Operations Team, Tour Leaders, City Ambassadors and Local Guides are there with your client to ensure that their journey is individually tailored to meet their lifestyle and travel preferences.



Fleet/Modes of transport

- Train, ferry, small minibus, local taxis, public transport and on foot.



Demographic

- Sundowners Overland primarily 40-70
- Vodkatrain for 18-35
- Well-travelled, discerning clients
- Travelling companions from around the world
- Reasonable level of fitness required
- Small groups of like-minded individuals



Destinations

- Trans Siberian and Trans Mongolian Railway
- Mongolia
- Central Asia
- Iran
- Oman
- Silk Road
- The Caucasus



Seasonality

- Trans Siberian and Trans Mongolian Railway: all year round
- The Silk Road: April – June, August – October
- The Caucasus: All year round



Accommodation

- Good quality 3-4 star hotels
- Local guesthouses
- Ger stays in National Parks in Mongolia
- Yurt stays in Central Asia



Agent Incentives and Rebates

- Extensive Agent Discount program for both Sundowners Overland and Vodkatrain - contact BDM for details
- Training modules available for agents



Passenger Loyalty Program

- 5% Loyalty program on 2nd and subsequent journeys
- Groups of 5 travelling together receive 5% discount



Unique Selling Point

- Member of CATO and ATAS Accredited
- Independently owned for over 50 years
- Range of Travelstyles from Fully Escorted Tours to Tailor-Made Journeys



Good to Know

Group size	Max 15 on most journeys
On road sales team	NSW/ACT Jaymz Dorrian 0412 196 124 VIC/TAS/SA Lindy Chapman 0402 056 535 All other enquiries 1300 559 860
Niche/specialty	Asia Overland
Guaranteed departures	✓ see website for details
Meals	Some meals included depending on Travelstyle. See Journey Itineraries for all inclusions
Cruise and rail connections	Can connect to options in Europe or throughout Asia
Groups/charters	✓ special groups team
Passenger online registration	✓
Add-on/upsell options	✓

CONTACT DETAILS

Sundowners Overland
Phone: 1300 559 860
Website: www.sundownersoverland.com
Email: agentsales@sundownersoverland.com

Vodkatrain
Phone: 1300 780 043
Website: www.vodkatrain.com
Email: agentsales@vodkatrain.com

WE ARE a passionate team of travel specialists with a reputation for delivering premium travel experiences to Africa, Antarctica, Croatia, India and South America. Our team of experienced and professional specialists have the knowledge and on-ground experience to give you the best advice, crafting the most suitable itineraries at the most competitive rates.

2017 is a very special year for us as we celebrate our 50th anniversary as a travel company. From its' humble beginnings as a suburban travel agency to a group of specialist businesses offering tours and safaris to clients all over Australia and the world, The Travel Specialists are excited to be sharing a collection of "exclusive offers" throughout the year as we celebrate this milestone.

Talk to us today and you will soon see why The Travel Specialists are one of the longest established and reputable travel companies in Australia.

We love what we do and we're confident you will too.

THE TRAVEL SPECIALISTS



Fleet

- Fleet of air-conditioned custom designed 4 x 4 safari vehicles in East Africa
- Fleet of air-conditioned touring vehicles in India

Demographic

- Primarily between 40 – 65 yo but we are easily able to craft experiences for younger and older travellers
- Multi-gen families who are looking to share time with family abroad
- Holiday makers looking for tailor made holiday laden with unique and exclusive experiences
- Individuals looking to be part of a small group with like-minded travellers
- Those wanting to make an impression on their bucket list
- Small group guided safaris in Africa
- Small group and scheduled tours in all of our specialist destinations

Destinations

- Africa
- India
- South America
- Antarctica
- Croatia

Seasonality

- Africa: January – December
- India: October – March
- Croatia: May – October
- South America: Due to its size, seasonality varies from country to country within the continent
- Antarctica: October - March

Accommodation

- Good quality (3-4 star) hotels
- Luxury quality (5 star) lodges and hotels
- Luxury tents on safari
- Luxury cruise accommodation

Promos/Discounts

- Sign up to our monthly update and receive a collection of offers and promotions every month

Agent Incentives and Rebates

- Famil opportunities
- Top selling "The Travel Specialists" agents eligible for range of benefits
- Training and regular product updates for agents
- Special agent rates for all of our specialist destinations
- Seasonal promotions & offers available for agents

Unique Selling Point

- Each destination is headed by a specialist with at least ten years of experience in that destination.
- Custom-made itineraries crafted to achieve YOUR best possible travel experience
- Small group tours designed specifically for Australian travellers
- 50 years in the industry offering extensive specialist knowledge delivering tailored travel experiences
- No hold times when calling reservations
- Communicating with a specialist from the first contact point

CONTACT DETAILS

Phone: 1300 761 980 or
(03) 9576 1980

Website: www.thetravelspecialists.com.au

Good to Know

Group size	Special interest groups varying in size
On road sales team locations	Melbourne, Sydney, Brisbane, Perth
Niche/specialty	Tailored Itineraries for Africa, India, Croatia, South America, Antarctica
Guaranteed departures	✓
Meals	✓
Cruise and rail connections	✓
Wifi onboard coach	✓
Groups/charters	✓
Passenger online registration	✗
Add-on/upsell options	✓



WENDY STARTED taking people to Asia in 1994 and has been inspiring travellers ever since. At Wendy Wu Tours we are all avid adventurers, constantly seeking out the best ways for your clients to experience Asia.

No one knows Asia like we do! That's why we are the Asia experts and one of Australia's leading tour operators to Asia. Our tours and holidays are designed to showcase Asia's iconic sights, as well as its magnificent hidden gems and authentic and exciting experiences. These provide your clients with the very best Asian holiday, whether it's their first or their tenth visit.

There are a number of different tour types available including: fully inclusive Classic tours, Deluxe group tours, Discovery tours, Independent Travel and Special Groups.

Transport

- All transport is included on group tours and can include coaches, cruises, trains and more
- All cruise cabins have an outside balcony
- Local transport is used on some itineraries including rickshaws and tuk tuks for authentic experiences

Demographic

- Primarily 45+ years old
- Mixture of English speaking tourists from Australia, UK, New Zealand and the USA.
- Small groups of like-minded travellers
- Fitness level required varies per tour with each tour ranked as comfortable, moderate or active. See the brochures for full descriptions

Destinations

At Wendy Wu Tours we are all about Asia, and no one knows Asia like we do!

- China, Tibet, Central Asia, Mongolia, Vietnam, Cambodia, Laos, Thailand, Myanmar, Malaysia, Borneo, India, Nepal, Bhutan, Sri Lanka, Hong Kong, Macau, Singapore

Seasonality

- China: April/May & Sept/Oct/Nov
- Indochina: Oct to Mar
- India: Oct to Mar
- Japan: All year depending on what you want to see

Accommodation

- Classic tours: 3-4 star local good quality accommodation
- Deluxe tours: handpicked luxury hotels in the best possible locations, including brands such as Shangri-La & Sheraton.
- Discovery tours: we use a range of accommodation from central 3-4 star hotels to basic and interesting accommodation such as ger camps, homestays and guest houses. All accommodation will be clean, safe and comfortable.

Agent Incentives and Rebates

- Ongoing fam opportunities
- Sell your way to China - book 16 passengers and you will earn a tour to China, speak to your rep for details
- Excellent agent self fam rates - join our agent Facebook group for details
- Wuniversity - Wendy Wu's online training platform
- Agent website - wendywutours.com.au/agents is full of useful tools to help you sell Asia!

Good to Know

Group size	avg 15	max 28
On road sales team	NSW/ACT/QLD/VIC/SA/WA/NT/TAS, phone 1300 727 998	
Niche/specialty	Asia	
Solo travellers	We have great solo offers and discounts	
Meals	Most meals are included, see each itinerary for details	
Tipping	Is included in tour cost and paid locally	
Visas	We make visa processing easy and include the costs	

Passenger Loyalty Program

If your clients are returning to travel with us, they will enjoy a loyalty discount on Classic, Deluxe and Discovery group tours.

- 2nd group tour: Save \$100pp
- 3rd, 4th and 5th group tour: Save \$200pp
- 6th or more group tour: Save \$300pp
- 'Refer a Friend' program

Unique Selling Point

- International flights & taxes are included in the price of all tours
- English-speaking local guides are utilised throughout Asia
- Small group sizes
- All tours have been thoroughly tested and provide the perfect balance between of historical, cultural and natural sightseeing, as well as ample free time for your clients to explore.

CONTACT DETAILS

Phone: 1300 727 998

Website: wendywutours.com.au

1ST IN Australian Women's Adventure Travel. Since 2007... we are the most experienced women's travel specialists in Australia.

Women's Own Adventure offers unique tours to inspire your adventurous spirit. Rather than offering a package tour off the shelf, each of our adventures are designed by women for women. Our professionalism and expertise is your guarantee of an amazing experience when you travel with us.

Offering authentic cultural travel experiences, guided walking tours and soft adventures to amazing destinations.

Our trips are designed with respect for the environment and cultural sensitivity. Our experienced, local English speaking guides possess a wealth of local geographical and cultural knowledge, taking you off the beaten track to learn the true essence of the destinations visited.

You can be assured of being in good company with a group of like-minded women.



Demographic

- Primarily 45 – 65 years
- Travelling companions from Australia
- Comfort of a small group with other like-minded women
- Reasonable fitness level

Destinations

- Asia: Nepal, Sri-Lanka, Indonesia (Bali), India, China, Mongolia, Vietnam & Cambodia, Sabah Borneo, Thailand, Myanmar
- Alaska
- Antarctica
- Europe : Bulgaria & Greece, Ireland, Italy, Spain, Portugal, Macedonia & Albania, Danube Bike & Boat
- Africa: Tanzania, Uganda
- South America: Peru, Galapagos

Seasonality

- January - February: India, Antarctica
- March - April: China, Nepal
- May - June: Danube Bike & Boat, Portugal, Spain, Bulgaria & Greece, Italy
- July - August: Alaska, Sri Lanka, Vietnam & Cambodia, Tanzania, Sabah Borneo, Indonesia (Bali), Mongolia, Macedonia & Albania
- September - October: Ireland, Italy, Nepal, Uganda, Spain, Peru
- November - December: Myanmar, Antarctica, India

Accommodation

- Good quality (3-4 star) hotels, boutique guesthouses, country manors
- Twin share
- Optional single room available on most tours (extra charge)

Promos/Discounts

- Special offers are made throughout the year

Agent Incentives and Rebates

- Famil opportunities
- Agent Discount: sell five tours get 25% off full price tour, sell ten tours get 50% off full price tour
- Sell a group of 10 or more on one tour and we will include one Free of Charge (not valid with any other offer)
- Personal training available

Unique Selling Point

- Small group tours (maximum of 12 clients)
- Active holidays designed for Australian women
- Soft adventure, get off the beaten track
- Features: walking, cultural interaction, wildlife, nature
- Fully supported walking holidays (only carry a small day pack). All luggage is transported for the clients
- ATAS Accredited, member of AFTA, CATO (Council of Australian Tour Operators), member of ATTA (Adventure Travel Trade Association)
- 2011, 2012, 2013, 2014 – Telstra Business Women's Award Nominee
- 100% Australian owned
- We believe that if you can dream it, you can do it

CONTACT DETAILS

Phone: 1300 883 475

Email: info@womensownadventure.com.au

Website: www.womensownadventure.com.au

Good to Know

Group size	min 4	max 12
Niche/specialty	Women only tours	
Cruise and rail connections	Cruise - mixed groups (men and women)	
Meals	Breakfast included, most lunches, most dinners	
Passenger online registration	✓	
Groups/charters	✓ contact us	
Flights	✗ not included in tour price	
Inclusions	All entrance and activity fees as detailed in the itinerary	

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