

A LIST WHOLESALERS - Germany

| Company | Key Product Contact | Company Size | SA Product Brochured | Comments |
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| BOTG Members Germany www.botg.de Australia Pacific Travel Service Australia Plus Reisen Cruising Reise (Berlin & Wennigsen&Frankfurt) Dr. Duedder Reisen Karawane Individuelles Reisen Westtours-Reisen Members Austria: Jet Touristik Austria Jedek Reisen Member Switzerland : Australasia Travel Service Dreamtime Travel (Aussie Tours –Belgium) (Tasman Travel –Netherlands) HEAD OFFICE: Best of Travel Group GbR Ostwall 30 47608 Geldern Deutschland Ph.:+49 (0)2831 1332 09 Fax:+49 (0)2831 1332 12 head.office@botg.de | Mr. Peter Arp Ms. Christa Monshausen Mr. Marc Carriere & Mrs Myriam Lambertz (Hans Juergen Herr retired in Oct07 but still works with BOTG as senior consultant!) Mr. Minas Paliouras Mr. Steffen Albrecht Mr Holger Bregand Mr. Rainer Hartmann Mr. Jochen Jedek Mr. Konrad Feusi Mr. Dominic Eckert Bernd Rösner – MD Bernd.roesner@botg.de Inka van Baal – Ass. MD Inka.vanbaal@botg.de | 13 independent members in Germany, Austria, Switzerland, the Netherlands and Belgium Most staff members are Australia Specialists. Largest direct seller to the South Pacific with a 212 pages mutual catalogue. | Adelaide, KI, Flinders Ranges, Gawler Ranges/Eyre Peninsula, Fleurieu Peninsula, Barossa, Murray River, Airsafaris, Hiking Tours, Selfdrives SA only, Great Ocean Road, Nullarbor, EW Also various self-drive EW, GSTR and coach tours incl. SA | <ul style="list-style-type: none"> • Inbounder: Go Way • Approx. 16,000 pax per year • Caters for mainstream and niches • Most of the members have been to SA on holidays or famils • Good SA supporter |

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| <p>Boomerang Reisen www.australien.com HO: Biewerer Str. 15 54293 Trier Ph.: +49-(0) 651-96680-0 Fax: +49-(0)651-96680-98</p> | <p>Mr. Andreas Macherey – MD *Sabine Schamburger – PM s.schamburger@boomerang-reisen.de New Product Manager since former PM Christine Seichter left company in Dec. 2008</p> | <p>14 offices throughout Germany, Switzerland and Netherlands direct seller</p> | <p>Very comprehensive South Pacific brochure. Adelaide, Barossa Valley, Coorong National Park, KI, Flinders Ranges, Coober Pedy, Explorer’s Way and Great Ocean Road</p> <p>Also various self-drive and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: Australia One • Approx. 6,000 pax per year • Caters for mainstream and niches (work and holiday and language study tours) • Great supporter of SA • Partner in various joint promotions in 2008/9 |
| <p>DERTOUR www.dertour.de HO: Emil-von-Behring-Str. 6 60439 Frankfurt / Main Ph.: +49 (0) 69 95881005 Fax: +49 (0) 69 95881015</p> | <p>Petra Fraatz – Product Director Mr. Peter Just – PM Peter.just@dertour.de</p> | <p>DERTOUR, ADAC and Meiers Weltreisen belong to Rewe Touristik Group. DERTOUR is recognised as the market leader in Germany for Australia. ADAC their sister company is concentrating on the self-drive market.</p> <p>Sells through 350 company owned retail branches and over 8,500 licensed travel agencies</p> | <p>Adelaide, Barossa, KI, Flinders Ranges, Murray River, Coober Pedy, Great Ocean Road, Explorer’s Way (self-drive and package tour)</p> <p>Also various self-drive and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: C&E Tours • Approx. 32,000 pax per year • Caters for mainstream and niches • One of the best supporters of SA • SA product expansion in 2008/9 • Joint co-op activities in FY 08/09 – joint campaign for Southern States (VIC, TAS and SA) |

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| <p>Explorer Fernreisen www.explorer-fernreisen.com HO: Hüttenstraße 17 40215 Düsseldorf Ph.: +49 (0)211 – 99 49 02 Fax: +49 (0)211 – 38 22 88</p> | <p>Ms.Sabine Besgen – PM Sabine.Besgen@explorer-fernreisen.com *Mr. Andreas Neumann – MD New MD since Rolf Bienert (former owner) sold Explorer Fernreisen!</p> | <p>Direct seller with 9 offices in Germany and a total of 90 skilled staff – many of them are Aussie Specialists</p> | <p>Adelaide, KI, Flinders, Murray River, Adelaide, Great Ocean Road, Explorer´s Way Also various self-drive and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: ATS Pacific • Approx. 16,400 pax per year • Caters for mainstream and niches • Great supporter of SA • SA product expansion in 2008/9 |
| <p>FTI www.fti.de HO: Frosch Touristik GmbH Friedenstraße 32 81671 München Ph.: +49 (0)89 – 25 250 Fax : +49 (0)89 – 25 25 – 65 65</p> | <p>Mr Dietmar P. Schulz – PM dietmar.schulz@fti.de</p> | <p>3rd biggest wholesaler in Germany for Australia. Sells only through licensed travel agencies and their own retail chain TVG, as well as online TV channel “Sonnenklar TV”.</p> | <p>Adelaide, Flinders Ranges, KI, Murray River, Barossa, Great Ocean Road, Explorer´s Way, Coober Pedy, various SA Outback Tours Also offer various self-drive and coach tours where SA is included.</p> | <ul style="list-style-type: none"> • Inbounder: AOT • 17.000 pax per year • Caters for mainstream • Good supporter of SA |
| <p>Gebeco / Dr. Tigges www.gebeco.de HO: Holzkoppelweg 19 24118 Kiel Ph.: +49 (0)431 – 54460 Fax: +49 (0)431- 5446111</p> | <p>New PM: David Kaiser dka@gebeco.de Mr. Michael Drengenberg – Area Manager md@gebeco.de no longer responsible for product since March 09!</p> | <p>One of the leading wholesalers for group travel – long haul specialist with a small FIT program for Australia. Very active with ad hoc groups. Belongs to TUI Group, the largest WS group in Germany</p> | <p>Various group tours incl. SA. Adelaide, Murray River, KI, Flinders Ranges, Great Ocean Road</p> | <ul style="list-style-type: none"> • Inbounder: Own Incoming office – APTC • Approx. 1,600 pax per year • Caters for group travel and FIT market • Good supporter of SA • Offer special interest tours |
| <p>Kangaroo Tours www.kangaroo-tours.de www.kangaroo-tours.com HO: Westring 25 44787 Bochum Ph.: +49 (0)234-3252530 Fax: +49 (0)234-3252540</p> | <p>Mr. Otmar Lind – MD Otmar.lind@kangaroo-tours.de</p> | <p>Small wholesaler representing also Horizont Fernreisen and Benecke´s Reisewelt.</p> | <p>Coober Pedy, Flinders Ranges, Adelaide, Kangaroo Island, Barossa, Murray River, Great Ocean Road</p> | <ul style="list-style-type: none"> • Inbounder: AOT • Approx. 2,500 pax per year • Caters for mainstream and upmarket clientele • Fair supporter of SA |

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| <p>Kiwi Tours www.kiwitours.com HO: Franziskanerstr. 15 81669 Muenchen Ph.: +49 (0)89 -746 625 -61 Fax: +49 (0)89 -746 625 908</p> | <p>Mrs Birgit Eck b.eck@kiwitours.com Mr. Guenter Wrede – GM</p> | <p>Leading wholesaler for group tours to Australia</p> | <p>Various group tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: Australian Splendor • Approx. 3,000 pax per year Caters for group travel and special interest niche markets • Fair supporter of SA |
| <p>Meier´s Weltreisen www.meiers-weltreisen.de HO: Emil-von-Behring-Str. 6 60439 Frankfurt Ph.: +49 (0)69-9588 3744 Fax: +49 (0)69-9588 3732</p> | <p>Mr. Joachim Voss – PM Joachim.voss@meiers-weltreisen.de</p> | <p>Belongs to the REWE Group (DERTOUR, ADAC, Meier´s) and is based in the same office building like DERTOUR. Only sells through licensed travel agencies (10.000).</p> | <p>Adelaide, Flinders, Great Ocean Road, KI, Explorer´s Way Also offer various coach tours where SA is included.</p> | <ul style="list-style-type: none"> • Inbounder: C&E Tours • Approx. 7,000 pax per year • Long-haul package holiday operator targeting the mid- and upper-market as well as providing study tour holidays • One of the best supporters of SA • Joint consumer promotions in 2008 • Product expansion in 2008/9 |
| <p>Studiosus Reisen www.studiosus.com HO: Riesstr. 25 80992 München Ph.: +49 (0)89 -500 60 270 Fax: +49 (0)89 - 500 60 100</p> | <p>Thomas Graune – PM Thomas.graune@studiosus.com Ms Kirstin Fundinger – Contracting Manager Kirstin.fundinger@studiosus.com</p> | <p>Leading wholesaler for cultural group travel and study tours worldwide, mainly in the up-market segment. Only sells through licensed travel agencies (9.000).</p> | <p>Various study tours where SA is included</p> | <ul style="list-style-type: none"> • Inbounder: Great Aussie Tours • Approx. 800 pax per year • Offer up-market study travel, interested in aboriginal culture tours, important “to meet the people”, new ideas of the beaten track – “The cultivated art of travel”. Average groups size is 25 pax , average age is 56, very well educated clientele. • Offers special interest and incentive travel espec. for groups • Fair supporter of SA |

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| <p>Thomas Cook Reisen www.thomascook-reisen.de HO: Thomas-Cook-Platz 1 61440 Oberursel Ph: +49 (0) 6171 65 3451 Fax: +49 (0) 6171 - 65 2168</p> | <p>Mrs Nicole Wittersheim – PM Nicole.wittersheim@thomascookag.com</p> | <p>One of Germany's leading WS; produces Australia catalogue since 2007</p> | <p>Adelaide, K.I., Flinders Ranges, Coober Pedy, Barossa, Limestone Coast,</p> | <ul style="list-style-type: none"> • Inbounder: not available • Estimated pax: not available yet • Caters for mainstream • Trying to find its niche among the other WS, interesting target for product presentation |
| <p>TUI Germany www.tui.de HO: Karl-Wiechert-Allee 23 30625 Hannover Ph.: +49 (0)511-5 67-0 Fax: +49 (0)511-5 671301</p> | <p>Mr. Jesko Kregel – Director Product Development jesko.kregel@tui.de *Jesko is no longer responsible for the Airtours catalogue New PM for Airtours: Mr Melf Tuerkis –Contracting Manager Long-haul melf.tuerkis@tui.de</p> | <p>Largest European wholesaler, only sells through licensed travel agencies. Market share for Australia is rather small compared to other long-haul destinations</p> | <p>Barossa, KI, Adelaide Various self-drive and coach tours incl. SA Australia is part of the Asia/Pacific brochure</p> | <ul style="list-style-type: none"> • Inbounder: APTC • Estimate approx. 6,000 pax per year • Caters for mainstream • Strong ongoing changes in the company structure • High end branch: Airtours – fair supporter of upmarket SA products • Fair supporter of SA |

A LIST WHOLESALERS – Switzerland

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| <p>Dreamtime Travel www.dreamtime.ch HO: Bruggerstrasse 55 5401 Baden Ph.: +41 (0)56 410 01 01 Fax: +41 (0)56 410 01 04</p> | <p>Mr. Dominic Eckert – MD dominic.eckert@dreamtime.ch</p> | <p>Member of BOTG</p> | <p>In addition to the BOTG catalogue Dominic offers upmarket German speaking tours for small groups, guided Outback campervan tours along the Explorer's Way, Flinders Ranges/Broken Hill Own brochure for backpacker tours as well as for language schools in Australia. Special brochure for luxury products</p> | <ul style="list-style-type: none"> • Inbounder: AOT • Approx. 700 pax per year • Caters for mainstream and niches such as language travel, backpacker and outback enthusiasts • Dreamtime is THE Outback Australia Specialist in Switzerland • Strong promoter for SA • Joint presentations during biggest Swiss consumer fair FESPO 2008 and 2009 |
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| <p>Hotelplan www.hotelplan.ch HO: Sägereistr. 20 8152 Glattbruck Ph.: +41 (0)43 2118 111 Fax: +41 (0)43 2229 666</p> | <p>Ms. Gaby Ruch-Vögeli – PM Gaby.ruch@hotelplan.ch Mr Daniel Oetterli – Product Director</p> | <p>Hotelplan is an international company with branch offices in Holland, UK, Italy and France. One of the leading wholesalers for Australia in Switzerland. Sells through licensed travel agencies only and own retail outlets (100).</p> | <p>Adelaide, Flinders Ranges, Barossa Valley, KI, Coober Pedy, Great Ocean Road Various self-drive and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: AOT • Approx. 4,500 pax per year • Caters for mainstream and group series • Good supporter of SA |
| <p>Knecht Reisen www.knecht-reisen.ch HO: Rohrer Str. 100 5001 Aarau Ph.: +41 (0)62 8347181 Fax: +41(0) 62 8347184 Voyage Plan HO: Grand-Rue 98 1820 MONTREUX Ph. : +41 (0)2196644 11 Fax: +41 (0)2196644 19</p> | <p>Mr. Chris Baerlocher – PM cbaerlocher@knecht-reisen.ch Mr. Roger Geissberger – MD Martin Gallati – MD mgallati@voyageplan.ch Nathalie Broyon – PM to@voyageplan.ch</p> | <p>One of the leading wholesalers for Australia with a large distribution retail network and 14 own retail agencies. Voyage Plan – direct seller belongs to Knecht and caters the French-speaking part of Switzerland</p> | <p>Adelaide, KI, Barossa, Coorong, Flinders Ranges, Gawler Ranges/, Murray River, Coober Pedy, Great Ocean Road, Explorer’s Way, GSR Various self-drive and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: Own inbound office in Australia – KN Travel • Approx. 7,000 pax per year • Cates for mainstream and niches • Offers also special interest and student tours • Very good supporter of SA • Several joint campaigns with SA in 2008 |
| <p>Kuoni Reisen www.kuoni.ch HO: Neue Hard 7 8010 Zuerich Ph.: +41 1 277 4663 Fax: +41 1 272 6557</p> | <p>*Former PM Sandra Smith is no longer with Kuoni. New PM: Martina Gaeumann Martina.gaeumann@kuoni.ch *Senior PM Colette Ernst is no longer responsible for Australia Product, new PM: Mr Thomas Graf – Senior PM Thomas.Graf@kuoni.ch</p> | <p>Together with Knecht Reisen the leading wholesaler for Australia in Switzerland.</p> | <p>Adelaide, KI, Coorong, Barossa, Flinders, Explorer’s Way, Great Ocean Road Various self-drive and coach tours incl.</p> | <ul style="list-style-type: none"> • Inbounder: ATS Pacific • Approx. 5,000 pax per year • Caters for mainstream but also groups and incentives • Good supporter of SA |

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| <p>Nova Tours www.novatours.ch HO: Rue du Valentin 34 1004 Lausanne (Switzerland) Ph.: +41 (0)21 311 50 40 Fax : +41 (0)21 311 5043</p> | <p>Mr. Marco Russo – MD Mr. Gino Albisetti – MD Gino.albisetti@novatours.ch</p> | <p>2 offices in Switzerland, one in the German-speaking region – one in the French-speaking region</p> | <p>59 page brochure Adelaide, Flinders, Barossa, Coorong, KI, Coober Pedy, Gawler Ranges Great Ocean Road, Explorer’s Way Various self-drive and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: Australian Sight & Sight • Approx. 1,200 pax per year • Caters for mainstream and niches • Offers special interest tours • Outstanding supporter of SA |
| <p>Flex Travel www.flextravel.ch TUI Suisse www.tui.ch HO: Friesenbergstr. 75 8036 Zuerich Ph.: +41 (0)1 455 4628 Fax: +41 (0)1 455 4927</p> | <p>Mrs Gunnel Burri – PM Gunnel.burri@flextravel.ch Mr Matthias Huwiler – MD</p> | <p>TUI Suisse has a special brand for their modular destinations which is Flex Travel. Sells through company owned retail agencies as well as through licensed travel agencies.</p> | <p>Adelaide, KI, Barossa, Coober Pedy, Flinders, Great Ocean Road, Explorer’s Way, Various self-drive and coach tours incl. SA.</p> | <ul style="list-style-type: none"> • Inbounder: not available • Approx. 3000 pax per year • Caters for mainstream • Great supporter of SA • Joint activities in 2009 |
| <p>Skytours www.skytours.ch HO: Freischuetzgasse 3 PO Box 8021 Zuerich Ph: +41 (0)44 295 58 90 Fx: +41 (0)44 295 5880</p> | <p>Mrs Silvia Zihlmann- PM silvia.zihlmann@skytours.ch</p> | <p>New WS for Australia since late 2006, is meanwhile well established in Swiss market. Catalogue launched in summer 07, very well received</p> | <p>Adelaide, K.I., Barossa, Murray, Flinders Ranges, EW, Eyre Peninsula</p> | <ul style="list-style-type: none"> • Very good supporter of SA • Inbounder: n.a. |

A LIST WHOLESALERS – Austria

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| <p>Coco Weltweit Reisen www.coco-tours.at HO: Wilhelm-Boden-Gasse 6020 Innsbruck Ph: + 43 (0)512 365791-0 Fax: + 43 (0)512 3657917</p> | <p>Mr. Herbert Frankenstein – MD Herbert@cocotours.at Kathrin Schubert – PM kathrin@cocotours.at Dieter Kraft –PM dieter@cocotours.at</p> | <p>2 offices in Austria with a total of 8 staff</p> | <p>Adelaide, Adelaide Hills, Barossa, Kangaroo Island, Coober Pedy, Flinders Ranges, Explorer´s Way, Prairie Hotel, Great Ocean Road Various self-drive and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: ATS Pacific • Approx. 3,000 pax per year • Caters for mainstream FIT travelers and groups • Good supporter of SA |
| <p>Jet Touristik (Member of BOTG) www.jet-touristik.com HO: Maria-Theresien-Str. 21 6020 Innsbruck Ph: +43 (0)512 581 777 Fax: +43 (0)512 581 777 59</p> | <p>Mr. Rainer Hartmann – MD rainer@jet-touristik.com</p> | <p>1 office in Innsbruck with a total of 5 staff</p> | <p>Adelaide, KI, Flinders Ranges, Gawler Ranges/Eyre Peninsula, Fleurieu Peninsula, Murray River, Barossa, Airsafaris, Hiking Tours, fly/drives SA only, Great Ocean Road, Nullarbor, Also various self-drive EW, GSTR and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: AOT • Approx. 3,000 pax per • Caters for mainstream FIT travelers and groups • Good supporter of SA |

B LIST WHOLESALERS - Germany

| Company | Potential Delegate(s) | Company Size | SA Product Brochured | Comments |
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| <p>Art of Travel www.artoftravel.de HO: Tal 26 / 2.Stock 80331 München Ph.: 089 – 2110760 Fax: 089 – 21107621</p> | <p>Mr Norbert Pokorny MD Mrs Bettina Böttcher – PM Bettina.boettcher@artoftravel.de Mrs Margot Deh – MD</p> | <p>Small wholesaler focusing on the high end traveler, cooperation with BMW 2nd branch in Switzerland</p> | <p>No catalogue but high-profile promotion brochure featuring luxury products. Sells tailor-made packages only. Adelaide, Barossa, Clare, KI, Flinders Ranges, Coober Pedy, Explorer's Way, Great Southern Touring Route.</p> | <ul style="list-style-type: none"> • Inbounder: not available • Approx. 150 pax per year (very up-market clients) • Caters for high end segment • Fair supporter of SA |
| <p>Canusa www.canusa.de HO: Nebendahlstr. 16 22041 Hamburg Ph: +49 (0)40 22725346 Fax: +49 (0)40 22725353</p> | <p>Mrs Birgit Mussgnug – PM birgit.mussgnug@canusa.de Mr Tilo Krause -Dünow – MD</p> | <p>Medium sized direct selling wholesaler with 7 offices throughout Germany who have specialised in motorhome holidays in Canada & USA to date.</p> | <p>Adelaide, Barossa, KI, Flinders Ranges, Coober Pedy Various self-drive itineraries and coach tours incl. SA No longer catalogue – only online!</p> | <ul style="list-style-type: none"> • Inbounder: not available • Approx. 2,000 pax per year • Caters for mainstream and niches • Good supporter of SA |
| <p>Australia Tours www.australiatours.de HO Australia Tours: Dieselstr. 3 87437 Kempten Ph: +49 (0)831 2540347 Fax: +49 (0)831 2540348</p> | <p>Mr German Diethei – MD/PM german@australiatours.de</p> | <p>Joint venture with Tourconsult. Small wholesaler specialising on Australia.</p> | <p>Adelaide, Barossa, KI, Flinders Ranges, Coober Pedy. Various self-drive itineraries and coach tours incl. SA</p> | <ul style="list-style-type: none"> • Inbounder: APTC • Approx. 1000 pax to Australia per year • Caters for mainstream and niches • Good supporter of SA • Joint promotions in 2008 |
| <p>Pacific Travel House www.pacific-travel-house.de HO: Bayerstr. 95 80335 Muenchen Ph: +49 (0)89 5309293 Fax: +49 (0)89 532152</p> | <p>Mr Joerg Poppen – MD/Owner j.poppen@pacific-travel-house.de</p> | <p>Small company with medium potential mainly specialising in Pacific Islands and New Zealand</p> | <p>Website only – no longer produces a brochure. Adelaide, Kangaroo Island, Murray River, Flinders Ranges</p> | <ul style="list-style-type: none"> • Inbounder: Australia One • Approx. 500 pax to Australia per year • Caters for mainstream and niches (i.e. Dive holidays) • Fair supporter of SA |

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| <p>Windrose Fernreisen www.windrose.de HO: Neue Grünstraße 28 10179 Berlin Ph: +49 (0)30 2017210 Fax: +49 (0)30 20172117</p> | <p>Mr Meinhard Hiller – PM Meinhard.hiller@windrose.de</p> | <p>Medium sized company selling up- market trips worldwide – medium potential</p> | <p>8 pages Australia in their 244 page long-haul brochure</p> | <ul style="list-style-type: none"> • Inbounder: Australia One • Approx. 150 pax to Australia per year • Caters mainly for groups, upmarket FITs and niches such as wine |
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