

## A LIST WHOLESALERS - Germany

Company	Key Product Contact	Company Size	SA Product Brochured	Comments
<b>BOTG Members Germany</b> <a href="http://www.botg.de">www.botg.de</a> Australia Pacific Travel Service  Australia Plus Reisen  Cruising Reise (Berlin & Wennigsen&Frankfurt)     Dr. Duedder Reisen Karawane Individuelles Reisen Westtours-Reisen  <b>Members Austria:</b> Jet Touristik Austria Jedek Reisen  <b>Member Switzerland :</b> Australasia Travel Service Dreamtime Travel (Aussie Tours –Belgium) (Tasman Travel –Netherlands)  HEAD OFFICE: <b>Best of Travel Group GbR</b> Ostwall 30 47608 Geldern Deutschland Ph.:+49 (0)2831 1332 09 Fax:+49 (0)2831 1332 12 <a href="mailto:head.office@botg.de">head.office@botg.de</a>	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 <a href="mailto:Bernd.roesner@botg.de">Bernd.roesner@botg.de</a> Inka van Baal – Ass. MD <a href="mailto:Inka.vanbaal@botg.de">Inka.vanbaal@botg.de</a>	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"> <li>• Inbounder: Go Way</li> <li>• Approx. 16,000 pax per year</li> <li>• Caters for mainstream and niches</li> <li>• Most of the members have been to SA on holidays or famils</li> <li>• Good SA supporter</li> </ul>

<p>Boomerang Reisen  <a href="http://www.australien.com">www.australien.com</a>  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  <a href="mailto:s.schamburger@boomerang-reisen.de">s.schamburger@boomerang-reisen.de</a>  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"> <li>• Inbounder: Australia One</li> <li>• Approx. 6,000 pax per year</li> <li>• Caters for mainstream and niches (work and holiday and language study tours)</li> <li>• Great supporter of SA</li> <li>• Partner in various joint promotions in 2008/9</li> </ul>
<p>DERTOUR  <a href="http://www.dertour.de">www.dertour.de</a>  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  <a href="mailto:Peter.just@dertour.de">Peter.just@dertour.de</a></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"> <li>• Inbounder: C&amp;E Tours</li> <li>• Approx. 32,000 pax per year</li> <li>• Caters for mainstream and niches</li> <li>• One of the best supporters of SA</li> <li>• SA product expansion in 2008/9</li> <li>• Joint co-op activities in FY 08/09 – joint campaign for Southern States (VIC, TAS and SA)</li> </ul>

<p>Explorer Fernreisen  <a href="http://www.explorer-fernreisen.com">www.explorer-fernreisen.com</a>  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  <a href="mailto:Sabine.Besgen@explorer-fernreisen.com">Sabine.Besgen@explorer-fernreisen.com</a>    *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"> <li>• Inbounder: ATS Pacific</li> <li>• Approx. 16,400 pax per year</li> <li>• Caters for mainstream and niches</li> <li>• Great supporter of SA</li> <li>• SA product expansion in 2008/9</li> </ul>
<p>FTI  <a href="http://www.fti.de">www.fti.de</a>  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  <a href="mailto:dietmar.schulz@fti.de">dietmar.schulz@fti.de</a></p>	<p>3<sup>rd</sup> 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"> <li>• Inbounder: AOT</li> <li>• 17.000 pax per year</li> <li>• Caters for mainstream</li> <li>• Good supporter of SA</li> </ul>
<p>Gebeco / Dr. Tigges  <a href="http://www.gebeco.de">www.gebeco.de</a>  HO: Holzkoppelweg 19  24118 Kiel  Ph.: +49 (0)431 – 54460  Fax: +49 (0)431- 5446111</p>	<p>New PM: David Kaiser  <a href="mailto:dka@gebeco.de">dka@gebeco.de</a>    Mr. Michael Drengenberg – Area Manager  <a href="mailto:md@gebeco.de">md@gebeco.de</a>  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"> <li>• Inbounder: Own Incoming office – APTC</li> <li>• Approx. 1,600 pax per year</li> <li>• Caters for group travel and FIT market</li> <li>• Good supporter of SA</li> <li>• Offer special interest tours</li> </ul>
<p>Kangaroo Tours  <a href="http://www.kangaroo-tours.de">www.kangaroo-tours.de</a>  <a href="http://www.kangaroo-tours.com">www.kangaroo-tours.com</a>  HO:  Westring 25  44787 Bochum  Ph.: +49 (0)234-3252530  Fax: +49 (0)234-3252540</p>	<p>Mr. Otmar Lind – MD  <a href="mailto:Otmar.lind@kangaroo-tours.de">Otmar.lind@kangaroo-tours.de</a></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"> <li>• Inbounder: AOT</li> <li>• Approx. 2,500 pax per year</li> <li>• Caters for mainstream and upmarket clientele</li> <li>• Fair supporter of SA</li> </ul>

<p>Kiwi Tours  <a href="http://www.kiwitours.com">www.kiwitours.com</a>  HO:  Franziskanerstr. 15  81669 Muenchen  Ph.: +49 (0)89 -746 625 -61  Fax: +49 (0)89 -746 625 908</p>	<p>Mrs Birgit Eck <a href="mailto:b.eck@kiwitours.com">b.eck@kiwitours.com</a>   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"> <li>• Inbounder: Australian Splendor</li> <li>• Approx. 3,000 pax per year Caters for group travel and special interest niche markets</li> <li>• Fair supporter of SA</li> </ul>
<p>Meier´s Weltreisen  <a href="http://www.meiers-weltreisen.de">www.meiers-weltreisen.de</a>  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  <a href="mailto:Joachim.voss@meiers-weltreisen.de">Joachim.voss@meiers-weltreisen.de</a></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"> <li>• Inbounder: C&amp;E Tours</li> <li>• Approx. 7,000 pax per year</li> <li>• Long-haul package holiday operator targeting the mid- and upper-market as well as providing study tour holidays</li> <li>• One of the best supporters of SA</li> <li>• Joint consumer promotions in 2008</li> <li>• Product expansion in 2008/9</li> </ul>
<p>Studiosus Reisen  <a href="http://www.studiosus.com">www.studiosus.com</a>  HO:  Riesstr. 25  80992 München  Ph.: +49 (0)89 -500 60 270  Fax: +49 (0)89 - 500 60 100</p>	<p>Thomas Graune – PM  <a href="mailto:Thomas.graune@studiosus.com">Thomas.graune@studiosus.com</a>   Ms Kirstin Fundinger – Contracting Manager  <a href="mailto:Kirstin.fundinger@studiosus.com">Kirstin.fundinger@studiosus.com</a></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"> <li>• Inbounder: Great Aussie Tours</li> <li>• Approx. 800 pax per year</li> <li>• 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.</li> <li>• Offers special interest and incentive travel espec. for groups</li> <li>• Fair supporter of SA</li> </ul>

<p>Thomas Cook Reisen  <a href="http://www.thomascook-reisen.de">www.thomascook-reisen.de</a>  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  <a href="mailto:Nicole.wittersheim@thomascookag.com">Nicole.wittersheim@thomascookag.com</a></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"> <li>• Inbounder: not available</li> <li>• Estimated pax: not available yet</li> <li>• Caters for mainstream</li> <li>• Trying to find its niche among the other WS, interesting target for product presentation</li> </ul>
<p>TUI Germany  <a href="http://www.tui.de">www.tui.de</a>  HO:  Karl-Wiechert-Allee 23  30625 Hannover   Ph.: +49 (0)511-5 67-0  Fax: +49 (0)511-5 671301</p>	<p>Mr. Jesko Krengel – Director Product Development  <a href="mailto:jesko.krengel@tui.de">jesko.krengel@tui.de</a>  *Jesko is no longer responsible for the Airtours catalogue   New PM for Airtours:   Mr Melf Tuerkis –Contracting Manager Long-haul <a href="mailto:melf.tuerkis@tui.de">melf.tuerkis@tui.de</a></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"> <li>• Inbounder: APTC</li> <li>• Estimate approx. 6,000 pax per year</li> <li>• Caters for mainstream</li> <li>• Strong ongoing changes in the company structure</li> <li>• High end branch: Airtours – fair supporter of upmarket SA products</li> <li>• Fair supporter of SA</li> </ul>

### A LIST WHOLESALERS – Switzerland

<p>Dreamtime Travel  <a href="http://www.dreamtime.ch">www.dreamtime.ch</a>  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  <a href="mailto:dominic.eckert@dreamtime.ch">dominic.eckert@dreamtime.ch</a></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"> <li>• Inbounder: AOT</li> <li>• Approx. 700 pax per year</li> <li>• Caters for mainstream and niches such as language travel, backpacker and outback enthusiasts</li> <li>• Dreamtime is THE Outback Australia Specialist in Switzerland</li> <li>• Strong promoter for SA</li> <li>• Joint presentations during biggest Swiss consumer fair FESPO 2008 and 2009</li> </ul>
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<p>Hotelplan  <a href="http://www.hotelplan.ch">www.hotelplan.ch</a>  HO:  Sägereistr. 20  8152 Glattbruck  Ph.: +41 (0)43 2118 111  Fax: +41 (0)43 2229 666</p>	<p>Ms. Gaby Ruch-Vögeli – PM  <a href="mailto:Gaby.ruch@hotelplan.ch">Gaby.ruch@hotelplan.ch</a>  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"> <li>• Inbounder: AOT</li> <li>• Approx. 4,500 pax per year</li> <li>• Caters for mainstream and group series</li> <li>• Good supporter of SA</li> </ul>
<p>Knecht Reisen  <a href="http://www.knecht-reisen.ch">www.knecht-reisen.ch</a>  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  <a href="mailto:cbaerlocher@knecht-reisen.ch">cbaerlocher@knecht-reisen.ch</a>   Mr. Roger Geissberger – MD   Martin Gallati – MD  <a href="mailto:mgallati@voyageplan.ch">mgallati@voyageplan.ch</a>  Nathalie Broyon – PM  <a href="mailto:to@voyageplan.ch">to@voyageplan.ch</a></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"> <li>• Inbounder: Own inbound office in Australia – KN Travel</li> <li>• Approx. 7,000 pax per year</li> <li>• Cates for mainstream and niches</li> <li>• Offers also special interest and student tours</li> <li>• Very good supporter of SA</li> <li>• Several joint campaigns with SA in 2008</li> </ul>
<p>Kuoni Reisen  <a href="http://www.kuoni.ch">www.kuoni.ch</a>  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  <a href="mailto:Martina.gaeumann@kuoni.ch">Martina.gaeumann@kuoni.ch</a>   *Senior PM Colette Ernst is no longer responsible for Australia Product, new PM:  Mr Thomas Graf – Senior PM  <a href="mailto:Thomas.Graf@kuoni.ch">Thomas.Graf@kuoni.ch</a></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"> <li>• Inbounder: ATS Pacific</li> <li>• Approx. 5,000 pax per year</li> <li>• Caters for mainstream but also groups and incentives</li> <li>• Good supporter of SA</li> </ul>

<p>Nova Tours  <a href="http://www.novatours.ch">www.novatours.ch</a>  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  <a href="mailto:Gino.albisetti@novatours.ch">Gino.albisetti@novatours.ch</a></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"> <li>• Inbounder: Australian Sight &amp; Sight</li> <li>• Approx. 1,200 pax per year</li> <li>• Caters for mainstream and niches</li> <li>• Offers special interest tours</li> <li>• Outstanding supporter of SA</li> </ul>
<p>Flex Travel  <a href="http://www.flextravel.ch">www.flextravel.ch</a>  TUI Suisse  <a href="http://www.tui.ch">www.tui.ch</a>    HO:  Friesenbergstr. 75  8036 Zuerich  Ph.: +41 (0)1 455 4628  Fax: +41 (0)1 455 4927</p>	<p>Mrs Gunnel Burri – PM  <a href="mailto:Gunnel.burri@flextravel.ch">Gunnel.burri@flextravel.ch</a>    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"> <li>• Inbounder: not available</li> <li>• Approx. 3000 pax per year</li> <li>• Caters for mainstream</li> <li>• Great supporter of SA</li> <li>• Joint activities in 2009</li> </ul>
<p>Skytours  <a href="http://www.skytours.ch">www.skytours.ch</a>  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  <a href="mailto:silvia.zihlmann@skytours.ch">silvia.zihlmann@skytours.ch</a></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"> <li>• Very good supporter of SA</li> <li>• Inbounder: n.a.</li> </ul>

## A LIST WHOLESALERS – Austria

<p>Coco Weltweit Reisen  <a href="http://www.coco-tours.at">www.coco-tours.at</a>  HO:  Wilhelm-Boden-Gasse  6020 Innsbruck  Ph: + 43 (0)512 365791-0 Fax:  + 43 (0)512 3657917</p>	<p>Mr. Herbert Frankenstein – MD  <a href="mailto:Herbert@cocotours.at">Herbert@cocotours.at</a>    Kathrin Schubert – PM  <a href="mailto:kathrin@cocotours.at">kathrin@cocotours.at</a>  Dieter Kraft –PM  <a href="mailto:dieter@cocotours.at">dieter@cocotours.at</a></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"> <li>• Inbounder: ATS Pacific</li> <li>• Approx. 3,000 pax per year</li> <li>• Caters for mainstream FIT travelers and groups</li> <li>• Good supporter of SA</li> </ul>
<p>Jet Touristik  (Member of BOTG)  <a href="http://www.jet-touristik.com">www.jet-touristik.com</a>  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  <a href="mailto:rainer@jet-touristik.com">rainer@jet-touristik.com</a></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"> <li>• Inbounder: AOT</li> <li>• Approx. 3,000 pax per</li> <li>• Caters for mainstream FIT travelers and groups</li> <li>• Good supporter of SA</li> </ul>

## B LIST WHOLESALERS - Germany

Company	Potential Delegate(s)	Company Size	SA Product Brochured	Comments
<p>Art of Travel  <a href="http://www.artoftravel.de">www.artoftravel.de</a>                      HO:                      Tal 26 / 2.Stock                      80331 München                      Ph.: 089 – 2110760                      Fax: 089 – 21107621</p>	<p>Mr Norbert Pokorny MD                       Mrs Bettina Böttcher – PM  <a href="mailto:Bettina.boettcher@artoftravel.de">Bettina.boettcher@artoftravel.de</a>                       Mrs Margot Deh – MD</p>	<p>Small wholesaler focusing on the high end traveler, cooperation with BMW 2<sup>nd</sup> 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"> <li>• Inbounder: not available</li> <li>• Approx. 150 pax per year (very up-market clients)</li> <li>• Caters for high end segment</li> <li>• Fair supporter of SA</li> </ul>
<p>Canusa  <a href="http://www.canusa.de">www.canusa.de</a>                      HO:                      Nebendahlstr. 16                      22041 Hamburg                      Ph: +49 (0)40 22725346                      Fax: +49 (0)40 22725353</p>	<p>Mrs Birgit Mussgnug – PM  <a href="mailto:birgit.mussgnug@canusa.de">birgit.mussgnug@canusa.de</a>                       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 &amp; 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"> <li>• Inbounder: not available</li> <li>• Approx. 2,000 pax per year</li> <li>• Caters for mainstream and niches</li> <li>• Good supporter of SA</li> </ul>
<p>Australia Tours  <a href="http://www.australiatours.de">www.australiatours.de</a>                      HO Australia Tours: Dieselstr. 3                      87437 Kempten                      Ph: +49 (0)831 2540347                      Fax: +49 (0)831 2540348</p>	<p>Mr German Diethei – MD/PM  <a href="mailto:german@australiatours.de">german@australiatours.de</a></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"> <li>• Inbounder: APTC</li> <li>• Approx. 1000 pax to Australia per year</li> <li>• Caters for mainstream and niches</li> <li>• Good supporter of SA</li> <li>• Joint promotions in 2008</li> </ul>
<p>Pacific Travel House  <a href="http://www.pacific-travel-house.de">www.pacific-travel-house.de</a>                      HO:                      Bayerstr. 95                      80335 Muenchen                      Ph: +49 (0)89 5309293                      Fax: +49 (0)89 532152</p>	<p>Mr Joerg Poppen – MD/Owner  <a href="mailto:j.poppen@pacific-travel-house.de">j.poppen@pacific-travel-house.de</a></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"> <li>• Inbounder: Australia One</li> <li>• Approx. 500 pax to Australia per year</li> <li>• Caters for mainstream and niches (i.e. Dive holidays)</li> <li>• Fair supporter of SA</li> </ul>

<p>Windrose Fernreisen  <a href="http://www.windrose.de">www.windrose.de</a>  HO:  Neue Grünstraße 28  10179 Berlin  Ph: +49 (0)30 2017210  Fax: +49 (0)30 20172117</p>	<p>Mr Meinhard Hiller – PM  <a href="mailto:Meinhard.hiller@windrose.de">Meinhard.hiller@windrose.de</a></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"> <li>• Inbounder: Australia One</li> <li>• Approx. 150 pax to Australia per year</li> <li>• Caters mainly for groups, upmarket FITs and niches such as wine</li> </ul>
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