

'A LIST' WHOLESALERS - Germany

Company	Key Product Contact	Company Size	SA Product Brochured	Comments
<p>BOTG Members Germany www.botg.de Australia Pacific Travel Service</p> <p>Australia Plus Reisen</p> <p>Cruising Reise (Berlin & Wennigsen&Frankfurt)</p> <p>Dr. Duedder Reisen</p> <p>Karawane Individuelles Reisen</p> <p>Westtours-Reisen</p> <p>Members Austria: Jet Touristik Austria Jedek Reisen</p>	<p>Mr. Peter Arp</p> <p>Ms. Christa Monshausen</p> <p>Mr. Marc Carriere & Mrs Myriam Lambertz (Hans Juergen Herr retired in Oct07 but still works with BOTG as senior consultant!)</p> <p>Myriam Lambertz went on South Australia PM Famil in Feb08 and was very enthusiastic about it !</p> <p>Mr. Dr. Dietrich Duedder is no longer active because of health reasons; product now surveyed by Mr Minas Paliouras</p> <p>Mr. Steffen Albrecht</p> <p>Mr Holger Bregand</p> <p>Mr. Rainer Hartmann Mr. Jochen Jedek</p>	<p>13 independent members in Germany, Austria, Switzerland, the Netherlands and Belgium Most staff members are Australia Specialists.</p> <p>Largest direct seller to the South Pacific with a 212 pages mutual catalogue.</p>	<p>Adelaide, KI, Flinders Ranges, Gawler Ranges/Eyre Peninsula, Fleurieu Peninsula, Barossa, Murray River, Airsafaris, Hiking Tours, Selfdrives SA only, Great Ocean Road, Nullarbor, EW</p> <p>Also various self-drive EW, GSTR and coach tours incl. SA</p>	<ul style="list-style-type: none"> • Inbounder: AOT • 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

<p>Member Switzerland : Australasia Travel Service Dreamtime Travel</p> <p>(Aussie Tours –Belgium) (Tasman Travel – Netherlands)</p> <p>HO: Best of Travel Group GbR Ostwall 30 47608 Geldern Deutschland Ph.:+49 (0)2831 1332 09 Fax:+49 (0)2831 1332 12 head.office@botq.de</p>	<p>Mr. Konrad Feusi Mr. Dominic Eckert</p> <p>Bernd Rösner – MD Bernd.roesner@botq.de Inka van Baal – Ass. MD</p>			
<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</p> <p>Mrs Christine Seichter – PM c.seichter@boomerang-reisen.de</p> <p>former PM Sandra Feustel left company in 2007; Christine has very close relationship with SATC Manager CE</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: not available • 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 2007
<p>DERTOUR www.dertour.de HO: Emil-von-Behring-Str. 6 60439 Frankfurt / Main</p>	<p>Petra Fraatz – Product Director</p> <p>Mr. Peter Just – PM Peter.just@dertour.de</p>	<p>DERTOUR, ADAC and Meiers Weltreisen belong to Rewe Touristik Group. DERTOUR</p>	<p>Adelaide, Barossa, KI, Flinders Ranges, Murray River, Coober Pedy, Great Ocean Road,</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

<p>Ph.: +49 (0) 69 95881005 Fax: +49 (0) 69 95881015</p>	<p>Peter has just been to SA on a famil in Febuary (Flinders, Outback, Eyre Pen., K.I., Adelaide) – very enthusiastic about his trip !</p>	<p>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>Explorer’s Way (self-drive and package tour)</p> <p>Also various self-drive and coach tours incl. SA</p>	<p>SA</p> <ul style="list-style-type: none"> • Realized several joint campaigns with SATC in 2007 to promote EW • New co-op plans for FY 08/09 – joint campaign for Southern States (VIC, TAS and SA)
<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 Beesgen – PM Sabine.Beesgen@explorer-fernreisen.com Mr. Andreas Neumann – MD</p> <p>Rolf Bienert – former owner and MD – has sold Explorer Fernreisen to AER (Ticket Consolidator) and will stay with the company for 2-3 years as consulting expert.</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</p> <p>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 2007/08 • Joint Co-op in 2007
<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.</p> <p>Sells only through licensed travel agencies and their own retail chain</p>	<p>Adelaide, Flinders Ranges, KI, Murray River, Barossa, Great Ocean Road, Explorer’s Way, Coober Pedy, various SA Outback Tours</p>	<ul style="list-style-type: none"> • Inbounder: AOT • 17.000 pax per year • Caters for mainstream • Good supporter of SA • FTI famil went to SA (Nullarbor Route) in Sep07

		TVG, as well as online TV channel "Sonnenklar TV".	Also offer various self-drive and coach tours where SA is included.	
<p>Gebeco / Dr. Tigges www.gebeco.de HO: Holzkoppelweg 19 24118 Kiel Ph.: +49 (0)431 – 54460 Fax: +49 (0)431- 5446111</p>	<p>Mr. Michael Drengenberg – Area Manager md@gebeco.de</p> <p>New PM: David Kaiser dka@gebeco.de Jeanine Lünenschloss had to leave company because of health reasons</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.</p> <p>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
<p>Kiwi Tours www.kiwitours.com HO: Franziskanerstr. 15 81669 Muenchen Ph.: +49 (0)89 -746 625 - 61 Fax: +49 (0)89 -746 625</p>	<p>Mrs Isolde Stengel – PM i.stengel@kiwitours.com currently on maternity leave new PM during her absence: Birgit Eck b.eck@kiwitours.com (very close contact to German SATC Manager!)</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

908	Mr. Guenter Wrede – GM			
<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 Joachim joint PM famil to SA in Feb08 and was is very enthusiastic about his trip !</p>	<p>Belongs to the REWE Group (DERTOUR, ADAC, Meier´s) and is based in the same office building like DERTOUR.</p> <p>Only sells through licensed travel agencies (10.000).</p>	<p>Adelaide, Flinders, Great Ocean Road, KI, Explorer´s Way</p> <p>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 2007
<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</p> <p>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.</p> <p>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
<p>Thomas Cook Reisen www.thomascook-reisen.de HO: Thomas-Cook-Platz 1 61440 Oberursel</p>	<p>Mrs Nicole Wittersheim – PM Nicole.wittersheim@thomascoo-kag.com Nicole joint PM famil to SA in Feb08 – very enthusiastic about her trip!</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

<p>Ph: +49 (0) 6171 65 3451 Fax: +49 (0) 6171 - 65 2168</p>				<p>the other WS, interesting target for product presentation;</p> <ul style="list-style-type: none"> • Good supporter of SA
<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 Krengel – Director Product Development jesko.krengel@tui.de Jesko also looks after the Airtours catalogue. He went to SA on February PM famil and was very enthusiastic about his trip.</p> <p>Mr Melf Tuerkis –Contracting Manager Long-haul melf.tuerkis@tui.de</p>	<p>Largest European wholesaler, only sells through licensed travel agencies.</p> <p>Market share for Australia is rather small compared to other long-haul destinations</p>	<p>Barossa, KI, Adelaide</p> <p>Various self-drive and coach tours incl. SA</p> <p>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 • Joint activity in 2007

'A LIST' WHOLESALERS – Switzerland

<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</p> <p>Own brochure for backpacker tours as well as for language schools in Australia. New: 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 • Very strong promoter for SA • Joint activities in 2007
<p>Hotelplan www.hotelplan.ch HO: Sägereistr. 20 8152 Glattbrugg 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.</p> <p>One of the leading wholesalers for Australia in Switzerland.</p> <p>Sells through licensed travel agencies only and own retail outlets</p>	<p>Adelaide, Flinders Ranges, Barossa Valley, KI, Coober Pedy, Great Ocean Road</p> <p>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

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<p>Knecht Reisen www.knecht-reisen.ch HO: Rohrer Str. 100 5001 Aarau Ph.: +41 (0)62 8347181 Fax: +41(0) 62 8347184</p>	<p>Mr. Chris Baerlocher – PM cbaerlocher@knecht-reisen.ch</p> <p>Mr. Roger Geissberger – MD</p>	<p>One of the leading wholesalers for Australia with a large distribution retail network and 14 own retail agencies.</p>	<p>Adelaide, KI, Barossa, Coorong, Flinders Ranges, Gawler Ranges/, Murray River, Coober Pedy, Great Ocean Road, Explorer’s Way, GSR</p> <p>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 2007
<p>Voyage Plan HO: Grand-Rue 98 1820 MONTREUX Ph. : +41 (0)2196644 11 Fax: +41 (0)2196644 19</p>	<p>Martin Gallati – MD mgallati@voyageplan.ch</p> <p>Nathalie Broyon – PM to@voyageplan.ch</p>	<p>Voyage Plan – direct seller belongs to Knecht and caters the French-speaking part of Switzerland</p>		
<p>Kuoni Reisen www.kuoni.ch HO: Neue Hard 7 8010 Zuerich Ph.: +41 1 277 4663 Fax: +41 1 272 6557</p>	<p>Mrs Sandra Smith – PM based in Sydney Kuoni_oz@bigpond.net.au</p> <p>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</p> <p>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 • Joint activities in 2007
<p>Nova Tours www.novatours.ch HO: Rue du Valentin 34</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</p>	<p>59 page brochure</p> <p>Adelaide, Flinders, Barossa, Coorong,</p>	<ul style="list-style-type: none"> • Inbounder: Australian Sight & Sight • Approx. 1,200 pax per year • Caters for mainstream and

<p>1004 Lausanne (Switzerland) Ph.: +41 (0)21 311 50 40 Fax : +41 (0)21 311 5043</p>		<p>– one in the French-speaking region</p>	<p>KI, Coober Pedy, Gawler Ranges Great Ocean Road, Explorer's Way</p> <p>Various self-drive and coach tours incl. SA</p>	<p>niches</p> <ul style="list-style-type: none"> • Offers special interest tours • Outstanding supporter of SA • Joint activities in 2007
<p>Flex Travel www.flextravel.ch TUI Suisse www.tui.ch</p> <p>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</p> <p>Mr Christian Stöckli – PM Chris left company in Oct 07 to lead Flextravel Asian Inbound office.</p> <p>Mr Matthias Huwiler – MD</p>	<p>TUI Suisse has a special brand for their modular destinations which is Flex Travel.</p> <p>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,</p> <p>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 2007
<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>former PM Dorothea Schnieder left company in July 08</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: • Several joint promotion activities in 2007

'A LIST' WHOLESALERS – Austria

<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</p> <p>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 • Joint promotion and roadshow in 2007
<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,</p> <p>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
<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.</p> <p>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</p> <p>Various self-drive itineraries and coach tours incl. SA</p> <p>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 Diethel – MD german@australiatours.de Former PM, Uli Edelmann left company in 2007, currently product is controlled by Mr Diethel himself</p>	<p>Joint venture with Tourconsult. Small wholesaler specialising on Australia.</p>	<p>Adelaide, Barossa, KI, Flinders Ranges, Coober Pedy.</p> <p>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 2007

<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 Former MD Baerbel Lutz left company in 2007</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 Various self-drive and coach tours incl. SA</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
<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