

The Association of British Travel Organisers to France is a Trade Association founded in 1992 to promote the interests of tour operators, travel organisers and group operators specialising in France as a destination.

Objectives

- To give an official status to travel organisers selling products in France
- To work together to maximise business opportunities
- To maintain regular contact with UK and French authorities at all levels.
- To provide a point of contact on legal and other professional services.
- To liaise with carriers about matters of general industry interest.
- To develop communications with other related trade associations.
- To work closely with the media to ensure members' interests are promoted.

What is ABTOF?

ABTOF has some 150 tour operators and travel organisers as its members, ranging from the very largest to the smallest. Alongside these are a growing number of affiliate members and French subscribers, through who is offered an ever increasing range of products and services.

The administrative base is in Kent, where we have our own dedicated team of trained staff allowing you to contact us directly whenever you need to. The ABTOF office is open from 08:30 to 17:00 Monday-Friday. Outside of these times you may leave a message on the answer phone or, alternatively, send us a fax or an e-mail.

Why join ABTOF?

Apart from the obvious advantages of belonging to an association which many of your competitors belong to it is an ideal opportunity to promote your company's services to some 150 British travel organisers specialising in the French market. Needless to say these all provide an extremely valuable source of business contacts which you might otherwise have difficulty building up.

Who is eligible?

Any company or organisation that can offer ABTOF Full Members a service that can help them with their business.

How much does it cost?

Our annual Affiliate Membership fee is **£495.00 + VAT**. Please see the attached sheet for details of the benefits available to Affiliate Members.

How to join?

To join ABTOF as an Affiliate Member, simply complete the enclosed application form and return it to the ABTOF offices with your subscription fee.

THE BENEFITS OF AFFILIATE MEMBERSHIP

1 ABTOF - an independent association with a wide knowledge base

ABTOF is a non profit independent association whose goal is to serve its members. It works closely with Maison de la France and other relevant organisations but has its own elected committee of ten members plus a full time secretariat.

Affiliate Membership of ABTOF provides an excellent point of contact for any company or supplier that is interested in servicing the needs of specialist tour operators. Part of the rationale behind the formation of ABTOF is to encourage and identify services that are of benefit to our members and the creation of an Affiliate Membership category of member is an initiative designed actively to encourage links between ABTOF members and potential suppliers.

Monthly Newsletter This helps members keep up to date with events and what's happening in the association.

Training During the year a series of training days are held where experts in the field discuss new initiatives or legislation with members. The opportunity can arise for you to offer training in your field of expertise to members.

Trading One of the rules of membership is that member's trade legally. To this end, the secretariat is responsible for checking that each member conforms to the requirements of the EU Directive on Package Holidays. A major benefit of this rule is that French suppliers are likely to view ABTOF members as a better credit risk than other companies.

General Advice and Information The ABTOF office is always pleased to follow up general enquiries and questions from members. We may not always know the answers, but we frequently know of someone who will.

2 Public Relations and working with the press

Press Lunches In conjunction with Maison de la France, we invite journalists and travel writers to attend a wide programme of themed Press lunches at which members have an opportunity to introduce their new products and meet the media. The Big Lunch is in November whereby up to 100 journalists attend and the Ski Lunch is in September. The opportunity will arise to be able to co-sponsor these events

Review of the weekends press – Each week a summary is provided of all National Press and supplements for French Travel related articles. This enables members to get an overview of what journalists are writing about. The opportunity can arise to become a co-sponsor of Le Weekend.

3 Networking Events

Annual Conference The Association holds its conference in France. It is the perfect opportunity to keep up to date with new ideas and technology. The format is a 4-day event and sponsorship ensures that the cost is kept to a minimum for participating members. All members receive an invitation well in advance of the Conference.

AGM In the Autumn, we organise a seminar in London to coincide with the AGM. The day includes presentations from industry experts. This is an ideal opportunity to meet up to discuss progress and problems. The opportunity will arise to be able to co-sponsor this event.

Networking Days A number of events are held for members during the year varying from Golf to day trips to France. The opportunity will arise to be able to co-sponsor this event.

4 Tools to help you on your way

ABTOF Members Handbook The handbook is produced each year in September and lists all members giving a brief description of their activities and principal contacts. The Directory is distributed free of charge to all members.

ABTOF Members Database Should you so wish, we are happy to Email correspondence to our members (we limit this to 4 times a year)

ABTOF Web-site

and return this form with your subscription and registration fee to the ABTOF office.

Annual Subscription for Affiliate Membership is £495.00 + (£99 VAT) = £594.00

Registration fee (payable in the first year) is £75.00 + (£15 VAT) = £90.00

The total amount payable is therefore £684.00

Name of Company

Full Address

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Telephone **Fax:**

E-mail **Website:**

ABTOF Contact

Job Title

Additional Contact

Job Title

The information is used to assist members find your services in the handbook

Please tick all the areas of expertise that you can offer to members:

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| <input type="checkbox"/> Accountancy and Taxation | <input type="checkbox"/> Guides and Maps | <input type="checkbox"/> Media (digital) | <input type="checkbox"/> SEO/Pay per click |
| <input type="checkbox"/> Airport Parking | <input type="checkbox"/> Health and Safety | <input type="checkbox"/> PR Agency | <input type="checkbox"/> Solicitors |
| <input type="checkbox"/> Advertising | <input type="checkbox"/> Hotels | <input type="checkbox"/> PR Agency | <input type="checkbox"/> Training |
| <input type="checkbox"/> Airport | <input type="checkbox"/> Insurance Provider | <input type="checkbox"/> Printer | <input type="checkbox"/> Video Production |
| <input type="checkbox"/> Brochure Design | <input type="checkbox"/> Insurance Provider | <input type="checkbox"/> Promotional Goods | <input type="checkbox"/> Website Design |
| <input type="checkbox"/> Finance | <input type="checkbox"/> Marketing | <input type="checkbox"/> Recruitment | <input type="checkbox"/> Other |
| <input type="checkbox"/> Foreign Exchange Provider | <input type="checkbox"/> Media (traditional) | <input type="checkbox"/> Reservation systems | <input type="checkbox"/> Other |

In no more than 70 words, please write a description of your company and its unique selling points

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