

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

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

Annual Subscription for Affiliate Membership is £495.00 + (£86.63 VAT) = £581.63

Registration fee (payable in the first year) is £75.00 + (£13.13 VAT) = £88.13

The total amount payable is therefore £669.76

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:

- | | | | |
|--|--|--|--|
| <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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Akena Hotels	Direct Ferries	Jeffs Coaches	Real Provence
Allo France	Discover Ltd	Kaluma Travel	Relais du Silence
Alternative Aquitaine	Disneyland Paris	Keller's Travel	Representation Plus
Air France	Domaine des Ormes	Keolis Airports	Revenue Plus
Angers Loire Tourist Office	Dordogne Experience	Keycamp Holidays	Rhapsody Tours
Anite Travel Systems	Drive-Alive Holidays	Kirker Holidays	Rural France Direct
Arblaster & Clarke Wine Tours	Driveline Europe	Lagrange Holidays	Sanctuary Villas and Apartments
Arnold Fisher Insurance	Dynamique Hotels	Le Ski	Savoie Mont Blanc Tourisme
Balfour France	Easytex	Leadgenerators Ltd	SeaFrance
Barge Company (The)	Elman Wall	Leger Holidays	Serenity Holidays
Bateaux Parisiens	Erna Low	Leisure Link Promotions	Siblu Holidays
BCT Freight	Eurocamp Independent/Selectsites	Lido	Simpson Recruitment
Blue Water Holidays	Eurocamp	Lotus Supertravel	Ski Amis
Bonjour la France	Eurolease (London)	Louvre Hotels	Ski Beat
Brand Fuel	Europ Assistance Holdings	Mach Associates	Ski Famille / Alp Active
Brittany Ferries Holidays	EuroParcs Ltd	Mail on Sunday (The)	Ski and Summer Morzine
Brittany Travel	European Boating Holidays	Maison de la France	Ski Peak
Camping & Caravanning Club	European Waterways	Mark Hammerton Group	Ski the Edge
Cannes Tourist Office	Eurostar (UK)	Martin Pooley	South Quay Travel and Leisure
Canvas Holidays	Eurotunnel	Matthews Holidays	Spring Harvest Holidays
Cap France	Family Ski Company	MB Law	Stanford Skiing
Caravan Club (The)	Fields Fairway	MdB Exclusive Hotel Resorts	Superb Locations
Carisma Holidays	FlexiSki	Michelin Travel Publications	Susan Paradise Holidays
CDT Ardennes	France Afloat	Millennium & Cophorne Hotels	Telegraph Media
CDT Aube-en-Champagne	France Made Easy	Mountain Heaven	The Villa Company Ltd.
CDT Bouches-du-Rhône	France Magazine/Living France	MPI Brokers	Thomson Al Fresco
CDT Calvados	Francophiles Exploring France	Nausicaa	Times Media
CDT Pas-de-Calais	French Connections	Netguides Limited	Towergate Chase Parkinson
CDT Seine et Marne	French Country Cottages	Netizen Digital	Trading Standards Institute
CDT Touraine	French Life Holidays	Newnorth Print Ltd	Training for Travel Group
CCI du Pays de St-Malo	French Travel Service	Nicholson Promotional Supplies	Travel Advice Centre (The)
Château de Chenonceau	Gascony Secret (The)	Norfolkline Shipping BV	Travel Gateway (The)
Châteaux et Hôtels de France	Golfbreaks Ltd	Normandie Vacances	Travel Market (The)
Chaumont sur Loire	Golf in France	Odalys Vacances	Travelling Together
Chez Nous	Grape Escapes	Orchestra	Travelsphere Holidays
Cité des Sciences, Paris	Great Rail Journeys	Orpheus & Bacchus	Travelwhere Ltd
Collineige	Harris Holidays/Ski weekends	P&O Ferries	Travlaw LLP
Condor Ferries	Hat Factory (The)	Paris Attitude	TUI Ski
Coupole (La)	Headwater Holidays	Peak Retreats	Vantage Insurance Services
Cosalt Holiday Homes	HF Holidays	Peng Travel Ltd	Venue Holidays
CRDT Auvergne	Historial de la Grande Guerre	Pharos Datacom	VFB Holidays Ltd
Cresta Holidays	Holiday Extras	Pierre et Vacances - Maeva	Villa Book Ltd (The)
Crispin Speers & Partners	Holiday Green	Piper Smith Watton	Villas Worldwide Ltd
CRT Franche-Comté	Holiday in France	Port of Dover	Vintage Travel
CRT Nord-Pas-de-Calais	Holidaylettings.co.uk	Press4travel Limited	Voyager Insurance Services
CRT Rhône-Alpes	Holiday-rentals.com	PricewaterhouseCoopers	VVF Vacances
Cycling for Softies	Hoseasons / Bowhills	Prime Safety	Wake up in France
Daily Mail	Hotels Abroad	Puy du Fou	Warwick Hotels
directCorsica.com	Hunter Johnstone Marketing	Quality Villas	Welcome France/France directory
	I.R.M. (Idéale Résidence Mobile)	Quest en France	White Roc Ski & Snowboard
	Inghams / Just France	RAC Motoring Services	World Walks
	Inntravel	Rail Europe	Your Golf Holidays
	Interhome	Ramblers Holidays	Zenith Holidays
	International FX	Readers Digest	247 Media Network Ltd