

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 range UK and French Affiliate members, 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 most of your competitors belong to, ABTOF organises a variety of genuinely useful training seminars, educational visits and conferences that are directly relevant to your business. 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 with a specialist interest in the promotion of travel and tourism to France can join as a Full Member, provided any legally required financial protection for clients is in place. For those organisations wishing to provide goods or services to ABTOF Full Members, an Affiliate Membership scheme is available. A separate affiliate membership pack can be requested.

How to join?

To join, you simply need to complete the attached Membership form and return it along with your membership fee to the administrative team. On receipt of the completed form and payment, you will be sent a Welcome Pack and your company details will be added to the website www.franceyesyoucan.com

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 Atout France and other relevant organisations but has its own elected committee of ten members, plus a full time secretariat.

Professional Advice

- 1) Members have access to legal telephone advice from MB Law solicitors who provide expert advice on travel related law. You may make up to five calls a year free of charge. This facility also exists with PWC in Paris. Trading Standards advice is also available, which has proved invaluable with the evolving EU Directive
- 2) Elman Wall, Chartered Accountants who specialise in all aspects of tour operations and travel related business, provide telephone advice for ABTOF members on UK accounting and Taxation.

Statistics At certain times during the year surveys are carried out to give members a view on the market conditions.

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 low cost training days are held. Experts in various fields share new initiatives and guidance with members. Subjects include: Digital photography, customer service, legislation, marketing etc...

Trading One of the rules of membership is that member's trade legally. To this end, the secretariat will check 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 usually know someone who will.

2 Public Relations and working with the press

Requests from journalists A service designed to keep members informed of the increasing number of information requests ABTOF receives from journalists. Details of each request are e-mailed to all relevant members (and their PR companies where applicable). The member then liaises directly with the journalist responsible.

Press Lunches In conjunction with Atout France, we invite members and journalists to attend a wide programme of themed Press lunches. Members have an opportunity to introduce their new products and meet the media. France's Big Lunch is in November and attracts in the region of 100 journalists. The Ski Lunch is in September.

Review of the weekend's press – Each Monday afternoon we provide a free summary of what has been written about France in the Travel sections of all National Press. An easy way to monitor who is writing about what.

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.

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.

Educationals ABTOF sponsor educationals to various destinations, in conjunction with the regional tourist offices and transport providers. A small administrative fee is charged. A great way of experiencing regions and making contacts.

Networking Days A number of events are held for members during the year varying from Golf to day trips to France.

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 intended principally for use by the Media (mailed to 500 travel writers/journalists), it is also distributed free of charge to all members each year.

Joint Press Advertising In conjunction with Atout France and other organisations, ABTOF runs campaigns each year for operators. We negotiate special rates in all forms of the media and all full members may take part.

Affiliate Members The Association actively encourages suppliers, both UK and French, to join as affiliate members. In this way members are able benefit from special ABTOF rates negotiated with such suppliers.

ABTOF Web-site The site is designed as a 'hub' from which members of the public can link on to full members' web-sites. A listing on the site is free of charge to all full members, with the option of being included in the search facility for a small fee. The URL is www.holidayfrance.org.uk

FULL MEMBERSHIP APPLICATION 2010

Please complete and return all three pages of this form, with your annual subscription fee, to the ABTOF offices.

A ONE-OFF REGISTRATION FEE OF £75 + VAT SHOULD BE ADDED TO YOUR FIRST YEAR SUBSCRIPTION

The subscription fee is based on French related turnover per annum, as follows:

FRENCH RELATED TURNOVER UP TO:	FEE	VAT	REGISTRATION FEE	VAT	INVOICE TOTAL	TICK HERE
£500,000	£299.00	£52.33	£75.00	£13.13	£439.46	<input type="checkbox"/>
£1 MILLION	£309.00	£54.08	£75.00	£13.13	£451.21	<input type="checkbox"/>
£3 MILLION	£415.00	£72.63	£75.00	£13.13	£575.76	<input type="checkbox"/>
£5 MILLION	£509.00	£89.08	£75.00	£13.13	£686.21	<input type="checkbox"/>
£8 MILLION	£579.00	£101.33	£75.00	£13.13	£768.46	<input type="checkbox"/>
£10 MILLION	£655.00	£114.63	£75.00	£13.13	£857.76	<input type="checkbox"/>
£15 MILLION	£799.00	£139.83	£75.00	£13.13	£1026.96	<input type="checkbox"/>
OVER £20 MILLION	£939.00	£164.33	£75.00	£13.13	£1191.46	<input type="checkbox"/>

Company Name
(as to appear in Handbook)

Trading Names

Full Address

Telephone Fax No.....

E-mail

Website

ABTOF Representative

Job title

Direct Telephone No.

Second ABTOF Contact

Job title

Direct Telephone No.

Press Contact

Job title

Direct Telephone No.

"In terms of focussed networking opportunities, straightforward advice and information, a really valuable conference and the sheer enjoyment of socialising with like minded professionals, ABTOF has no equal. And all for a bargain subscription! We are in this organisation because we want to be, not because we have to be." **Robin Wilkins, MD, Seafrance.**

"ABTOF's highly perceptive administration team keeps the membership in touch with the latest developments in the French market and has perfected the 'knack' of bringing together its members so that they actually want to attend meetings and discussion forums. This has provided a strong and resolute marketing force to push forward the promotion of France. Belonging to and taking an active part in ABTOF is essential to our business." **Iris Matthews, Matthews Holidays**

"ABTOF has been an excellent way to focus our attentions on the wonderful holiday opportunities in France. Kirker Holidays has benefited from the networking, particularly the journalist contacts. Membership also demonstrates to potential business partners and clients how seriously we take this beautiful country." **John MacNeill, Managing Director, Kirker Holidays**

"As a small holiday accommodation specialist in France, it has been a good investment for us. It is excellent at providing a generic view of French tourism and lifting our heads to look at the bigger picture. The contacts and knowledge that we've gained through events has really helped; legal advice, help with forming relationships with Tourist Offices in the regions, accounting and generally help with maintaining sanity by realising that you are not the only one facing the issues! If you are serious about your business and France, I would strongly recommend joining." **Colin Bowles, Partner, Property Provençal**

"I value our membership of ABTOF especially for the opportunity to talk! - To journalists, to fellow members and suppliers - all in a friendly, relaxed but very well organised and efficient way. ABTOF is the "one stop shop" for information on France and I am pleased to say Interhome is there in the shop!" **Madeleine Winship, Director, Interhome Ltd**

"ABTOF is a professional, well run body with clear objectives. As a small, specialist operator to France, ABTOF provides us with a louder voice than we could achieve on our own. It also provides an invaluable forum for industry issues and market conditions and a friendly atmosphere for all members". **Russell Wheldon, Marketing Director, Mark Hammerton Group**

"If I were to compare ABTOF to a famous celebrity, I'd go for Jamie Oliver: passionate about what it believes in; professional but with the courage to challenge tradition; understands the importance of humour; doesn't cave in when the going gets tough, and values people above all else. It enjoys great relations with the press, the legal and professional bodies and selected training organisations. We've been members since the early days of 1993 - here's to the next 13 years!" **Catherine Crone, MD, Headwater Holidays**

"I especially appreciate being able to share information that allows us to accurately predict the market. With ABTOF members, you feel you're getting the real story, not just the spin. The thing is, we all benefit from this openness as we identify problems and opportunities far quicker and then present a unified front in response." **Jonathan White, VFB Holidays**

"We in Irish Ferries find ABTOF of benefit to us in sharing views of Tour Operators using our direct routes to France. In addition the regular flow of information and guidance on all matters relevant to France supplied by ABTOF is current and clearly conveyed on a very regular basis." **Vincent McMahon Irish Ferries**

"ABTOF's role as a clearing house for journalists' enquiries is particularly useful, as is featuring our website on the ABTOF website." **Stuart Mee, Drive Alive Holidays**

"A really pro-active organisation which is both friendly and knowledgeable. It is 'the' organisation to belong to for a French Tour Operator." **Susi Madron, Cycling for Softies**

"In our opinion ABTOF is the most pro-active and influential organisation of its type." **Stephen Moore, ICT**

"ABTOF's product knowledge/familiarisation trips run throughout the year which gives us a great opportunity for staff to improve their knowledge of the areas and products they sell. Also ideal for exploring new business opportunities with local suppliers who are often at hand to assist." **Richard Grimsdale, The Camping and Caravanning Club**

"I value ABTOF membership for its informative views, positive direction, varied educational and well planned conferences - the membership is like belonging to a club." **Geoff Robinson, Travelling Together**

"ABTOF have provided us with guidance on health and safety issues and assisted in producing inspection form for our properties, and have provided us with many excellent PR leads." **David Williams, Great Escapes**

"The press lunches are an ideal opportunity to have contact with a large cross section of the press, which otherwise might be inaccessible. It is great to regularly receive updates on all things French, from ecological issues to politics and tourism through ABTOF emails. The Conference is an ideal opportunity to meet friends and competitors, highly relevant, stimulating and useful seminars as well as lots of fun!" **Alison Willis, Lagrange**

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