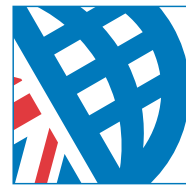


Introducing



ABTA
International
Associate

The scheme that enables suppliers worldwide to join the ABTA family

Formed in 1950, the Association of British Travel Agents (ABTA) is the premier travel trade association in the United Kingdom. Its 2,000 travel agent and tour operator Members have more than 7,000 outlets, sell over 90% of UK package holidays and have a combined annual turnover of more than £29 billion.

As the largest UK travel trade association, ABTA has a significant role as the voice of the travel industry. It maintains a high profile with the British media to ensure continued public awareness of the Association and its Members – indeed, 88% of the British travelling public recognise ABTA's name and the benefits of booking their travel arrangements with an ABTA Member. ABTA's name is also well known to the travel trade in countries all around the world thanks to its annual Convention, which is held in a different destination each year and which regularly attracts 1,500+ delegates.

ABTA – where the travel industry comes together



ABTA
International
Associate

The International Associate Scheme

Over the years ABTA has developed and maintained strong links with travel industry principals. The International Associate scheme enables worldwide suppliers to join the ABTA family, so strengthening the links between these businesses and ABTA Members.

International Associates are businesses without UK offices whose primary activity is the provision of products, services or information sold or used by ABTA's tour operator and travel agent Members. The scheme is not open to UK businesses or to businesses that are eligible to join ABTA as a travel agent or tour operator Member. International Associates may be

hotels and resorts, airports, car hire companies, ground handlers, tourist boards (without a UK presence) and other suppliers that do not operate in the UK and that would like to enhance their profile with ABTA and its Members.

SCHEME BENEFITS

The International Associate scheme offers a range of benefits which are designed to help

businesses worldwide to raise their profile with ABTA Members. These are:

- use of the International Associate logo – a business-to-business logo designed to show membership of the ABTA family
- discounts of 10% off a number of ABTA's services, including attendance at the ABTA Convention and any purchase of ABTA's membership database

- advertising opportunities on ABTA's dedicated Member website, www.abtamembers.org
- business listing on www.abtamembers.org and in the ABTA Members' Handbook
- a free copy of the annual List of ABTA Members
- copies of ABTA's regular email bulletin, ABTA Today

SCHEME COST

The annual subscription to the International Associate scheme is UK £200.

SCHEME RULES

International Associates are not bound by ABTA's Rules of Membership and Code of Conduct. They are, however, required to adhere to the International Associate scheme rules.

HOW TO APPLY

You can apply online by going to www.abta.com/associates.htm or by completing the application form and returning it to us by fax or post. All applications are considered by ABTA's Board of Directors before participation in the scheme is confirmed; application processing takes approximately 21 days.

PAYMENTS

Please note that your application must be accompanied by full payment. We prefer to receive payment by credit card. For information about other payment methods, please write to associates@abta.co.uk

FURTHER INFORMATION

If you have any questions or would like further information about the scheme, please write to associates@abta.co.uk

International Associates
ABTA Ltd
68-71 Newman Street
London W1T 3AH, UK
www.abta.com

ABTA – where the travel industry comes together



International Associate Application Form

Please note that the International Associate scheme is designed for travel industry suppliers that are primarily engaged in providing services, products or information sold or used by ABTA Members and that operate outside the United Kingdom.

The scheme:

- is not open to businesses that are eligible to join ABTA as a travel agent or tour operator Member. If you are not sure about the eligibility of your business, please write to associates@abta.co.uk

- is not open to businesses that have a UK office, unless the UK office is an ABTA Travel Industry Partner.

CONFIDENTIAL

TO APPLY TO BECOME AN INTERNATIONAL ASSOCIATE, PLEASE COMPLETE THE FORM AND RETURN IT TO:

International Associates, ABTA Ltd, 68-71 Newman Street, London W1T 3AH, UK
 Fax: +44 20 7636 1425

We will send you an email acknowledging receipt of your application.

1. YOUR BUSINESS

Business name: _____

Address: _____

Postcode/zip code: _____

Country: _____

Web address: _____

If you do not have a website, please send us a copy of your brochure.

Legal status of business (eg partnership, limited company): _____

Year established: _____ Number of persons employed: _____

Annual turnover (approximate to last year end) please tick as appropriate:

Less than £1m (US\$1.5m/€1.5m)

£1-5m (US\$1.5-7.5m/€1.5-7.5m)

£6-20m (US\$9-30m/€9-30m)

More than £20m (US\$30m/€30m)

Business activities – please list all activities:

% of total turnover:

example –

Hotel 80%

Car Hire 20%

Total 100%

Total 100%

Membership of other organisations – please list all the organisations to which your business belongs:

Is your business represented in the UK by a third party? Yes No

Do you have an office in the UK? Yes No

If yes, is your UK office an ABTA Travel Industry Partner? Yes No

How much of your business is from the UK? _____ %

2. YOUR CONTACT DETAILS

Contact name: _____

Position: _____

Email: _____

Please note that most of our correspondence with you will be by email

Telephone number: _____

Address (if different from above): _____

Fax: _____

3. DECLARATION:

Business name: _____

agrees to abide by the Rules for the ABTA International Associate scheme.

Authorised signature: _____

Position: _____ Date: _____

4. PAYMENT

Total due for one year's subscription to the International Associate scheme: UK£200

Please charge my credit card as follows:

Card issuer: Visa Mastercard

Name of cardholder: _____

Expiry date: _____

Card no: _____

Billing address: _____

Signature: _____

We prefer to receive payment by credit card. For information about other payment methods, please write to associates@abta.co.uk

We will not process your payment until your application has been approved. Approval takes approximately 21 days.

International Associate Scheme Rules

CRITERIA

An International Associate shall carry on business outside the United Kingdom of Great Britain and Northern Ireland, the Channel Islands, the Isle of Man or the Republic of Ireland and shall have as its primary business the provision of products, services or information sold or used by tour operators and/or travel agents and their clients. Any business or entity established or with an office within the United Kingdom of Great Britain and Northern Ireland, the Channel Islands, the Isle of Man or the Republic of Ireland shall not be entitled to become an International Associate but shall instead apply to become an ABTA Member or a Travel Industry Partner. An International Associate shall not be primarily or substantially engaged in the business of a tour operator or travel agent in which case it should seek Membership of ABTA.

An International Associate shall be a business which, in the opinion of the Association's Board of Directors, operates its business to a standard which shows professionalism and quality that benefits the Membership of the Association. A company wishing to apply to become an International Associate must have been trading for a minimum of one year before its application can be considered.

CONDUCT

International Associates are expected to enhance relations with Members of the Association and increase clients' and governments' perception and professionalism of the travel industry as a whole.

International Associates must not bring the Association into disrepute or take action that would harm Members of the Association. International Associates must not misrepresent their affiliation with the Association

nor make use of any Association logo, or the initials ABTA, other than the International Associate logo. The International Associate logo itself may not be used on any publication or publicity material that includes reference to any package tour operation or retail travel agency operation which could satisfy normal ABTA Membership criteria or ABTA Travel Industry Partner criteria. Use of the logo shall be limited to that part of the International Associate business notified to ABTA with the application for scheme membership. The Association before publication must approve all use of the International Associate logo.

APPLICATION PROCESSING

The Association's Board of Directors will have sole discretion in deciding to accept a business as an International Associate. The decision of the Board of Directors is final, and no further correspondence will be entered into.

TERMINATION

The Association's Board of Directors will have sole discretion in deciding to terminate the participation of any business in the scheme. The decision of the Board of Directors is final, and no further correspondence will be entered into.

On the termination of participation in the scheme for any reason whatsoever, the former International Associate shall not be entitled to recover any part of the subscription paid for the current year. The former International Associate shall immediately cease to display the logo in any form whatsoever and shall not make any further reference to the Association.

In the event of the breach of any of the terms of this agreement by the International Associate the ABTA Board shall be entitled to terminate

that International Associate's participation in the scheme immediately and without notice. All entitlements under this agreement including use of the logo shall thereupon cease immediately.

SUBSCRIPTION

An annual subscription will be payable as determined from time to time by the Board of Directors. International Associate status will cease if the subscription is not paid by the due date.

CHANGES

Any change to these Rules shall be at the discretion of the Board of Directors, and shall be advised to International Associates from time to time.

STATUS

Appointment as an International Associate does not create any form of legal relationship between the Association and the International Associate other than the rights and obligations set out above.

