Supplier Profile

Avalon Waterways

CONTACT INFORMATION	
Head Office Address	5301 South Federal Circle Littleton, CO 80123
Consumer Website	www.avalonwaterways.com
Agent Website / Online Reservation	www.globusfamilypartner.com
Reservation #	1.800.221.0090

COMMISSION STRUCTURE (2017)

Commission	Item
16%	Land (Globus & Monograms) US
17%	Cruise (Avalon) US
10%	Travel insurance; hotel nights; transfers
5%	Air transportation

ABOUT THE SUPPLIER

Since launching their very first ship in 2004, Avalon Waterways has invited travelers to be our muse. With the traveler in mind, they let imagination and a relentless desire to create a smart use of space, be their guide. The result? An incomparable river cruise experience, including one-of-a-kind Panorama Suites – with innovative Open-Air Balconies – on the industry's only Suite Ships®: Unequaled vessels that feature two full decks of 200- and 300-square-foot suites.

And they created Avalon Choice®… Which is a unique concept that also you to personalize every element of your cruise. From deciding what and where to eat; from choosing on-land discoveries and Local Favorites℠ , with Avalon, every experience and every nuance is up to – and was inspired by – travelers. Join us as we explore Europe, China, Southeast Asia, South America and the U.S. and let your clients experience the Avalon Difference they inspired.

Thanks to its relationship with Globus, an award-winning tour company with over 85 years experience, Avalon guests will also have a rich on-land experience, allowing them to immerse in the culture as Local Guides tell stories behind each destination.

Whether your clients want to see Europe from an entirely new perspective, witness the wildlife of South America, step back through time in Egypt, experience the Irrawaddy or explore Asia, Avalon has it all with a 97% customer satisfaction rating.

Avalon Waterways

KEY CUSTOMER DEMOGRAPHIC

- Average age: 50s-60s.
- 84% of river cruise clients have taken at least one ocean cruise. Guests are ocean cruisers (Princess, Holland America) that are looking for something a bit different.
- Ocean cruisers, Retired Couples, Empty Nesters, Groups

TOP MAJOR SELLING POINTS

- Modern, contemporary European staterooms are a minimum of 172 sq. ft., the 200 sq. ft. one-of-a-kind Panorama Suites – with innovative Open-Air Balconies – on the industry's only Suite Ships®: Unequaled vessels that feature two full decks of 200- and 300-square-foot suites
- Comfort Collection by Avalon[SM] bed, wrapped in Egyptian cotton linens and choice of soft or firm pillows.
- Fine dining featuring seasonal cuisine with the freshest local ingredients along with complimentary wine, beer, soft drinks with lunch and dinner. ***New for 2018 Avalon Fresh –*** we've teamed up with two of Europe's rising culinary stars, the Wrenkh brothers to design exciting collection of healthy menu items with a focus on fresh, local ingredients from small farms and producers.
- Complimentary land excursions operated by Globus (who has over 85 years in operating tours), which include shore excursions led by certified local guides or naturalists, with VIP Access to the must-see sights and headsets.
- Customize the Avalon experience with Avalon Choice[SM] or online with *MyAvalon*, including pre-purchase optional excursions, bed configuration, and celebration packages.
- Award-winning fleet with impeccable service onboard and onshore with 97% customer satisfaction. (93% will recommend to friends and family).

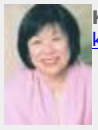
DESTINATIONS

Europe, China, Vietnam & Cambodia, The Galapagos, Peru

Avalon Waterways

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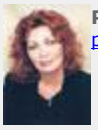


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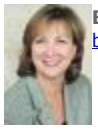


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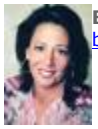


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