Supplier

Scenic Tours

ECSC Cruise Line Segment: River

CONTACT INFORMATION	
Head Office Address	USA One Financial Center, 4th Floor Boston, MA 02111
Consumer Website	www.scenicusa.com
Agent Website / Online Reservation	https://bookings.scenictours.com/ExpressBook/weblogin.aspx
Reservation #	USA: 855-517-1200

COMMISSION STRUCTURE

Commission Amount	Item
16%	European River Cruising tours also France, Russia and South East Asia river cruising
15%	Scenic Eclipse Cruising
10%	Pre/Post accommodation
10%	2 for 1 offers

ABOUT THE SUPPLIER

Scenic is a global tour company proudly and privately owned by Glen Moroney. In 2008 hailed the beginning of a new chapter for Scenic Tours, with the launch of their exclusive **Scenic "Space-Ships"** for Europe. The **Scenic "Space-Ships"** unique design is unlike that of any other ship on Europe's waterways. The ships boast private balcony suites on up to 85% of their cabins, more space than any other river cruise ships and offer a choice of dining and private butler service. 15 ships in the Scenic fleet sailing the waters of Europe along with 3 ships in France, 2 in Southeast Asia, 1 ship in Russia in Portugal

Scenic will introduce the World's first discovery Yacht, Scenic Eclipse in August 2018. The ship will hold 228 passengers

KEY CUSTOMER DEMOGRAPHIC

55+, empty nesters, have previous cruising experience, recognize value add, looking for value over price

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TOP 6 MAJOR SELLING POINTS

European River Cruising

- All inclusive product (all sightseeing, excursions, gratuities, beverages (alcoholic and non-alcoholic)
- Europe's only fleet of sister ships ALL featuring Scenic Sun Lounge (open air balconies)
- Full size private outdoor balconies on up to 85% of all cabins
- Scenic FreeChoice touring, Scenic Enrich, Scenic Tailormade, Scenic Sundowners … all included
- Open seating for all meals
- Multiple restaurants … Portobellos, River Café and Table la Rive

DESTINATIONS

Worldwide

PRIMARY CONTACTS

Name	Region	Title	Phone	Email
Richard Hickey	USA	Director of Key Accounts	617-306-6879	Richard.Hickey@scenicusa.com
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