



## Tour Product Update

### NEW IN 2012: GORILLA TREKKING, RAIL TRIPS, FAMILY TOURS, AND MORE

by Dori Saltzman / November 10, 2011

#### Gorilla Trekking Highlights African Travel Lineup

African Travel's 2012 brochure features four new itineraries, including an eight-day Pearl of Africa tour in Rwanda that takes guests into the forests and national parks to view the elusive mountain gorilla. Also new are a 10-day Wild Kingdoms of Southern Africa itinerary, visiting South Africa, Zimbabwe and Botswana; an eight-day Kenyan Horizons tour featuring two nights in Masai Mara; and the 11-day Our Family Pride Safari, which includes luxury stays at the Twelve Apostles, Bushmans Kloof and the Oyster Box, and three nights on safari in Zululand.

#### General Tours Launches South Africa, Spain Rail Trips

In 2012, General Tours will offer six rail tours worldwide, including new trips in South Africa and Spain. In South Africa the company launched a 14-day South African Style with Rovos Rail itinerary, which combines a two-night rail journey from Victoria Falls to Pretoria with guided touring. In Spain, the tour operator introduced two seven-day hosted rail trips: Barcelona to Granada by Rail and Barcelona to Madrid by Rail.

#### GOGO Adds Five Teams to Group Unit

GOGO Vacations has added five regional "teams" to its Group Planning division, which previously was handled by only one team. The six teams (and team leaders) are: West (Deb Delgado), Midwest (Terri Van Sloun), South (Diana Mazzeo), Mid-Atlantic (Ronnie Imbrunone), Northeast (Wendy Sarama) and New England (Karen Fogarty). To find your regional group team, call (866) 484-1272.

#### A&K Expands Extreme Adventures, Adds Egypt Departures

Abercrombie & Kent has unveiled 10 new extreme adventures for 2012, including treks up Mount Kilimanjaro and to the Mount Everest Base Camp. Other extreme journeys include: hiking, biking and camel riding in Mongolia; assisting ecologists in gathering data on desert fauna and flora in Australia; and Komodo dragon tracking in Indonesia. A&K also added 12 group departures to Egypt in 2012 in response to increasing demand.

#### New Cosmos Packages Highlight UNESCO Sites

Cosmos celebrates 50 years of operations with a limited-time UNESCO tour package. The 12-day itinerary – Swiss UNESCO World Heritage – explores several of Switzerland's World Heritage sites, including Engadin National Park, Lake Como and HeidiLand. Other new tours are: seven-day Taste of Scotland, nine-day Spanish Fiesta, 10-day Highlights of Spain & France, eight-day Leisurely Tuscany & Rome, 10-day Greece & Istanbul, and 19-day Gems of Italy, France & Spain.

#### Leisure Travel Stories Departments

##### Agents Are Finding Singular Success With Solo Travel



Solo travelers are a potentially lucrative growth market for travel agents, but one that requires excellent product knowledge and the right supplier partners. It's a market worth pursuing, with research indicating that s... [Read](#)

##### New in 2012: Gorilla Trekking, Rail Trips, Family Tours, and More



Treks to view Rwanda's mountain gorillas, new rail journeys through Spain and South Africa, more Extreme Adventures from A&K, and added Egypt departures are among tour operators' new offerings for 2012. Also, GOGO expand... [Read](#)

##### Want a Great Revenue Stream? Sell River Cruises



Commission earnings on river cruises are much better than on ocean cruises, according to a successful agent in this niche. Her selling tips include emphasizing that ships dock in city centers, pricing is all-inclusive an... [Read](#)

##### Norwegian Scraps NCL in New Branding



Norwegian's new branding and marketing campaign is scrapping the old NCL nickname. Also: Royal Caribbean plans to transfer a ship from Europe to Florida for the 2012-2013 winter season; Oceania names a new president, and... [Read](#)

##### Sell Africa: You Already Have Clients Who Want to Go



Even if you've never sold an Africa trip, you already have clients who would jump at the idea. But don't wait for them to ask for Africa; suggest it. Customers who've booked ocean cruises, Europe trips, wine or food tour... [Read](#)

#### **Brendan Adds Boutique Ireland Itineraries**

Brendan Vacations' 2012 Ireland & Scotland brochure features several new Ireland itineraries, including the eight-day Tastes and Tales of Ireland and 11-day Castles and Manors – both boutique guided tours with 24 or fewer passengers. Also new, the eight-day Dublin & Edinburgh locally-hosted itinerary, a semi-independent tour with host service in each city visited.

#### **Funjet Offers Flight Status Checks**

Funjet Vacations now offers up-to-the minute flight status in VAX VacationAccess. Flight information will be automatically added to all reservations 24 hours prior to departure time, enabling agents to track their client's flight status. Reservations will display schedule, delayed, cancelled, in air, at gate or diverted information.

#### **Pleasant Holidays Features 13 Mexico Destinations in 2012-13**

Pleasant Holidays' 2012-13 Mexico sales brochure highlights 13 destinations, 168 hotels and 90 all-inclusive resorts. Destinations include: Riviera Maya, Cancun, Los Cabos, Puerto Vallarta, Riviera Nayarit, Ixtapa/Zihautanejo, Acapulco, Cozumel, Huatulco, Mazatlan, Loreto and Mexico City. Brochures can be ordered at [PleasantAgent.com](http://PleasantAgent.com).

#### **Collette Releases New Family Vacations Tour, Brochure**

Collette Vacations expanded its year-old Family Vacations offerings with a new Panama Family Adventure tour. The 2012-13 Family Vacations brochure features 10 itineraries. Also, Collette's 2012 small group Explorations lineup encompasses 15 offerings, including four new tours – the Galapagos Islands & Machu Picchu, Three Kingdoms of Indochina, Discover Portugal's Treasures, and Patagonia.

#### **Insight Adds Italy Itinerary**

Insight Vacations has expanded its Italy offerings with a new 12-day Treasures of Italy tour that includes Rome, Florence, Genoa, the Lake District, Verona, Venice and visits to Pompeii, the isle of Capri and Portofino.

#### **Perillo Includes MSC Sailing in New Lineup**

Perillo Tours introduced a 10-day Mediterranean cruise on the MSC Splendid, visiting six port cities in three countries. Fares include a one-night stay in Genoa and arrival and departure transfers.

#### **Globus Partners With National Park Foundation**

The Globus family of brands has teamed with the National Park Foundation, the official charity of America's national parks, to provide tour and packaged travel experiences. The GoParks! tours are available as part of 35 touring and independent vacation options in 20 national parks.