



Dear Agent,

I've been working for Dertour for a year now and during that time I've learnt so much about Germany. I'm very lucky to work with such a supportive, fun-loving team! They really help me sell this fantastic destination.

The amazing fam trips I've been on have shown me many aspects of this diverse country; from the outstanding natural beauty of Lake Constance to the buzzing vibrancy of Stuttgart and the thrills and spills of Europa-Park.

It's too hard to choose a favourite, but here are a few of my top picks: Lindau on Lake Constance is a really relaxing, scenic holiday resort; Rhineland-Palatinate's gemstone capital Idar Oberstein is absolutely stunning (and also the birthplace of Bruce Willis!); Bad Durkheim is an idyllic spa resort where I had dinner in the world's largest wine barrel!

Overall, as one of the most picturesque countries I have visited, I'd recommend a holiday to Germany over France and Spain any day.

Yours faithfully,



Sital Shah - Travel Executive, Dertour

Team GB do it again!

Well ok, it wasn't quite the Olympics, but Dertour and Maritim Hotels clubbed together to host the Maritim International Golf Competition on 26th June 2008.

The event took place in Timmendorfer Strand – an idyllic resort on the Baltic Coast, and Team GB, led by Dertour's very own Lawrence Peachey and Maritim's Andrew Sharpe, brought home the trophy!

In total, seven teams took up the fairway challenge, with agents representing the UK, Spain, Denmark, Sweden and Norway.

The individual winner, Martin Kirk from Travel Counsellors said: "I knew nothing of the area beforehand, and was pleasantly surprised to find myself in a very upmarket seaside resort!"

"The golf was the icing on the cake; the facilities were excellent and I really enjoyed the course. The trip was made all the more exciting by the fact we won the trophy, much to the annoyance of the Spanish, Swedish, Norwegian and Danish teams!"

Team GB winners... **Lawrence Peachey** Dertour, **Andrew Sharpe** Maritim Hotels, **Shane Mallon** Capricon Travel, **Lee Harrison** Select World Travel, **Martin Kirk** Travel Counsellors



TOSCA

Lucy and Philip Normington of Travelwise Devizes were the lucky winners of a trip to see Puccini's legendary opera Tosca at the Bregenz Festival.

Before visiting the festival, they spent one night in the lakeside town of Friedrichshafen where they enjoyed riding around the Lake Constance cycle path, the Bodensee-Radweg.

Philip said; "The Radweg is excellent – traffic-free, mostly flat, well signposted and great for families. All in all the trip was amazing and we are looking forward to recommending the region to our customers."

After checking-in at their hotel in Lindau they cycled over to Lake Constance's famous floating stage to watch the performance of Tosca, which Philip said was "a truly unforgettable experience!"

Munich & Oberammergau Trip

In July, DERTOUR and Maritim Hotels teamed up to host a trip to Munich and Oberammergau to promote the launch of the brochure 'Christmas Markets & Breaks 2008', as well as the eagerly awaited 2010 Passion Play.

Accompanied by agents from HPB Travel Club, Travel Counsellors and Wexas, we stayed in Oberammergau and enjoyed a guided tour of the village and its famous Passion Play Theatre. We even met Jesus (well the actor that plays Jesus anyway)!

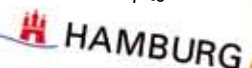
It was then off to Munich for some fun Christmas baking at the 4-star Maritim Hotel München. We also visited Nymphenberg Palace, BMW World and Bavaria's most famous beer house, the Hofbräuhaus.



The 'Princesses' visit Linderhof Castle near Oberammergau

WIN

a VIP trip to



See back for details.

THIS MONTH

- Team GB do it again
- Dertour Winners
- Expert's Guide to Hamburg

Including News from the German National Tourist Office: **Germany - Going Festive**

Did you know that...

DERTOUR's brochures are also available as e-brochures online at www.dertour.co.uk/brochures? With the new **see-inside-function** you can browse through before downloading any of the pages. All pages can also be downloaded individually, great for sending them on to your clients.

To order file copies of our brochures, please log on to **BP Trade-Gate** for your bulk supply or send an email to brochures@dertour.co.uk.



WIN

Have your say!

Supporting agents in selling holidays to Germany and beyond is key for us at DERTOUR, whether with educational, our travel agent newsletter, free window kits or fortnightly offer flyers in the BP mailbag. **Email promotions@dertour.co.uk and have your say!** Tell us what you think about our newsletter, how you like the offer flyers and let us know what else we can do to support you. Your efforts will be rewarded as there are **10 delicious mulled wine sets to be won!**



Dertour Winners

Each month DERTOUR offers agents the chance to win fantastic prizes, from flights and hotel stays to delicious treats and German specialties. Here are the winners of 2008 so far:

- **FEBRUARY** - 2 return flights with Flybe to Germany
Roger Lock, Bath Travel in Lyminster
- **MARCH** - 2 night stay at the 4-star Steigenberger Parkhotel in Dresden
June Blaiklock, Traveltime in Beaconsfield
- **APRIL** - 'Treasure Box' full of specialties from 'The Cultural Heart of Germany'
Julie Dean, Lewes Travel in Lewes
David Mageen, Whitesands Travel in Hebden Bridge
Julie Savill, Travel Counsellor in Hinckley
- **MAY** - A stay for two at Phantasialand Theme Park
Fiona Gerrie, Martin Singer Travel in Aberdeenshire
- **JUNE** - A stay for two in the Hotel Reutemann/Seegarten at Lake Constance and tickets for the 'Tosca' performance at the Bregenz Festival
Lucy Normington, Travelwise of Devizes
- **AUGUST** - A luxurious 7-night Peter Deilmann river cruise for two
Tracey Hobson, Davis World Travel in Fareham

Congratulations to the winners from all of us here at DERTOUR!

Offers of the Month

You can **DOWNLOAD** DERTOUR's latest offers as a poster for your shop window from www.dertour.co.uk/travel_agents

*Terms and conditions apply. Prices are correct at time of printing and are already discounted. Offers are subject to availability at time of booking. +Other airports available.

Magical Advent in Mainz

- 3 days/2 nights B&B in a central 4-star superior hotel
- Return flights with Lufthansa London+ to Frankfurt
- Return rail transfer from Frankfurt to Mainz

Extra nights available! Extend your stay to visit the Christmas Markets of Worms, Speyer or Koblenz.

from
£389*
Per person

Enchanting Leipzig

- 3 days/2 nights in a central 4-star hotel
- Bed & breakfast accommodation
- Return flights from London+ to Leipzig

Book before 30th September and save £30pp!

from
£399*
Per person



Call us on

0871 231 3355

or email to tours@dertour.co.uk

DERTOUR is a trading name of
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Germany - Going Festive

Highlights of Germany

Attractions & Events

Outdoors & Activities

Practical Tips

About Us

New Christmas Markets Guide 2008



The new Germany Christmas Markets Guide with comprehensive information on the upcoming season is out now and ready to order. Traditionally German Christmas markets open on the last weekend in November to officially kick-off the Christmas season. From then on it's all about Glühwein, seasonal specialities and socialising in enchanting settings. Evoke your Christmas spirit with our informative Christmas Markets DVD.

OUT NOW



Simply email gntolon-trade@d-z-t.com to order the brochure and DVD.

"Germany is great and Germans are crazy"

After two successful trips to Berlin in 2006 and to Cologne/Bonn last year, 15 students from different schools in the UK travelled to Hamburg in July to experience the city from a young person's perspective. The 15-year-old winners of a competition organised by the GNTO and UK-German Connection enjoyed sights like 'Speicherstadt' (Warehouse City), the Fish Market and the new urban development 'Harbour City'. The group also visited a German school, the HSH Nordbank Arena and took part in the 'Schlager Move' Festival where 'crazy Germans' had fun singing along to cheesy music! The British students were the first English visitors to the new International Maritime Museum. A six minute film about the trip can be viewed on www.germany-tourism.co.uk



Young Brits discover Hamburg



'Fall of the Wall' Sales Guide

In 2009, Germany is celebrating the 20th anniversary of the fall of the Berlin Wall. A comprehensive sales guide is now available to order; email gntolon-trade@d-z-t.com. The brochure features sections about museums and exhibitions, sights and memorials, events, tours and excursions, as well as a timeline about Germany's history leading up to the monumental event in November 1989.

Celebrate 20 Years since the 'Fall of the Wall'

GNTO hosts interactive session for travel agents at WTM 2008



GNTO will host an interactive sound and visual show to highlight the 20th anniversary of the Fall of the Wall next year. Travel agents are invited to the Germany stand (EM 1040) on 13th November at 12pm for an introduction to Berlin's main attractions. Joanne Lappin, GNTO Sales Manager, will also provide information about unusual activities as well as hints and tips on selling a city that is not only trendy but also great value. Travel agents taking part in the event will have the chance to win a Berlin city break. Participants need to pre-register (contact: gntolon-events@d-z-t.com) as places are limited. There will also be a complimentary traditional German lunch accompanied by fine German wines.





Maritime Winter Wonderland

Hamburg is famous for its stunning location on the Elbe River and Alster Lake, as well as for its breathtaking historical and modern architecture, canals, bridges and vast selection of interesting sights. During the festive season, the city transforms into a maritime winter wonderland that your clients can discover from land and sea. Hamburg's variety of boutiques and malls are perfect for a spot of Christmas shopping.

Metropolis between Past and Future

The attractive Hanseatic city is Germany's second largest with a 1,200 year history. Its port ranks as one of Europe's best and adds to the city's tremendous wealth. One of Hamburg's main attractions is the lively St. Pauli district, famous for its adult entertainment and vibrant nightlife.

Definite Must-See's are:

- **St. Michaelis Church** and the brick and half-timbered Krameramtsstuben are both splendid examples of Hamburg's 17th century architecture.
- The neo-Renaissance **City Hall** is the seat of the Hamburg Senate and boasts more rooms than Buckingham Palace.

- **HafenCity**, Europe's biggest urban development district under construction, already houses the Porsche and International Maritime Museum. When completed, it will also be home to the new cruise terminal and Hamburg's new iconic landmark, the Elbphilharmonie hall.

- The **Hamburg Speicherstadt** is a historic warehouse complex that hosts a number of fascinating museums, with one of them being the biggest showcase of miniature trains. Fine examples of Hamburg's past can be admired in the streets of Deichstrasse, Nikolaifleet and Cremon.

- **Harbour Cruises** in Germany's biggest port take you to the largest vessels that cruise the seven seas.

Expert's Tip – Hamburg CARD

The Hamburg Card offers your clients the chance to discover the diversities of this beautiful city with FREE use of public transport. The 3-day ticket also gives visitors free access to a variety of museums and cultural sights, plus fantastic discounts on many city sightseeing tours and other attractions.



AGENT PRIZE DRAW

Here is your chance to win a **VIP trip to Hamburg** courtesy of the Hamburg Tourist Board!

Just simply answer the following questions:

1. **On which famous street in Hamburg will you find the erotic Christmas Market?**
2. **Which is Europe's biggest urban development district, based in Hamburg?**
3. **What is the most economical and most convenient way to discover the diversities of this Hanseatic city?**
4. **In which year did the Berlin Wall fall?**
5. **When do most German Christmas Markets open the festive season?**

To enter the prize draw e-mail your answer, name, agency address and ABTA/TTA/ IATA/GTG number to promotions@dertour.co.uk until 30th September 2008 with 'Hamburg' in the subject heading.

Prize draw takes place among all entries received. The winner will be advised by 3rd October 2008. DERTOUR's decision is final and not open to negotiation. Prize is a 2 night stay at the 5-star Grand Hotel Elysee incl. breakfast for 2 persons as well as two 3-day Hamburg Cards, entrance tickets to the Porsche-Museum PROTOTYP, a harbour tour and a trip on the Hummelbahn courtesy of the Hamburg Tourist Board and its partners. Conditions apply.



GRAND ELYSEE
HAMBURG

Winter Highlights & Events 2008

Beginning at the end of November until New Year's Eve, Hamburg's enchanting Christmas markets entice numerous visitors each year with their twinkling stalls, traditional handicrafts and delicious seasonal treats. From the Christmas markets on the 'Fleetinsel' to the 'Spitalstrasse' and the 'Jungfernstieg', each one boasts its own unique flair and festive charm. Here are some more of Hamburg's seasonal highlights:

Christmas Market on Rathausplatz – From nostalgic attractions to romantic adventures, nearly everything can be found in the largest historical Christmas market which attracts thousands of people every year. New this year: the Christmas market will be open until 2am on New Year's Eve.

Reeperbahn Christmas Market – During the festive season, Hamburg's famous Reeperbahn Red Light District hosts the world's kinkiest Christmas market, adding an alluring twist to the city's traditional festivities! Visitors will be delighted as they are welcomed to the erotic market, also known as 'Santa Pauli', by scantily-dressed angels!

Further information about '**Hamburg at Christmas Time**', including opening times and details of the various markets, events, oratorios and much more, can be found on www.hamburg-tourismus.de



Good to know – Musicals & Shopping

Hamburg is not just **one of Europe's most popular shopping metropolises**, it is also **one of Germany's No. 1 cities for entertainment**. From 18th October onwards, Disney's Lion King will be joined by a new musical highlight - **Disney's Tarzan**. This spectacular show is sure to enchant audiences with its breathtaking acrobatics, creative costumes, dazzling light effects and amazing score from award-winning singer/songwriter Phil Collins.

More information about **holidays to Hamburg** can be found in our brochures 'Germany and Beyond 2008' (page 84) and 'European Christmas Markets & Breaks 2008' (page 52). To discuss your holiday enquiries call **0870 231 3355** or email tours@dertour.co.uk.