



Dear Agent,

Welcome to the last Agents Newsletter of the year, introducing you to the 2009 edition of our 'Germany and Beyond' brochure.

Covering a diverse range of destinations and holiday types, from heavenly spa retreats to delightful active breaks, and even trips to the famous Nürburgring racing circuit, your clients will be spoilt for choice!

Why not learn more about the hidden gem Brandenburg and win a fantastic break to Potsdam with our Travel Experts Guide competition?

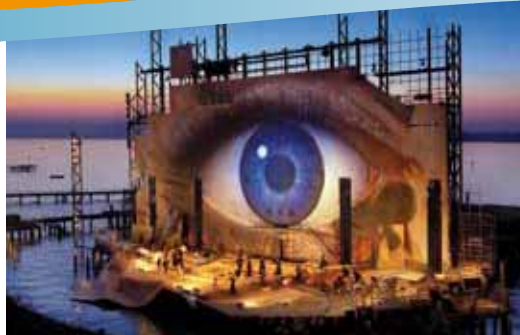
To find out why 2009 is set to be the year to visit Germany, read up on the activities planned for the 20th anniversary of the 'Fall of the Wall'.

I would like to take this opportunity on behalf of all of us here at DERTOUR to thank you for your continued support throughout 2008. We look forward to working with you again in 2009.

Wishing you a Happy Christmas and a prosperous New Year!

Annett Maennel  
Manager Sales & Marketing

Germany & Beyond 2009  
Edition



## 'Germany and Beyond 2009'

The most comprehensive guide to holidays in Germany, our new brochure covers everything from vibrant City Breaks to tranquil River Cruises, relaxing Spa Escapes to invigorating Active Holidays.

Highlights include:

- Special Interest trips to the legendary **Nürburgring** race track
- New **Beauty & Spa** holidays in the Black Forest, Wiesbaden and Berlin



- **Bregenz Festival** on Lake Constance's floating stage as featured in the new Bond film 'Quantum of Solace'
- More **Active Breaks** with boating holidays in Berlin and the 'Zugspitze Discovery' hiking tour



Remember to let your clients know that they will receive a **5% Early Booker Discount** if they book any holiday in the brochure by 31st January 2009.

A file copy of the brochure as well as a bulk supply has been sent to our valued agents already. If you wish to order additional brochures, please log on to BP Trade-Gate.



## 20th Anniversary of the Fall of the Wall

Throughout 2009, special events and exhibitions will take place all over Berlin, Potsdam, Leipzig and Dresden to mark the anniversary of this remarkable historic occasion, making it a great year to visit this fascinating country.

Visitors can hop on a bike and follow the **Berlin Wall Trail** in the capital, join the celebrations at the **Glienicker Folk Festival** in Potsdam and visit Leipzig's **St. Nicholas' Church**, the starting point of 1989's Peaceful Revolution that instigated the collapse of the GDR regime. Another must-see is the **'Round Corner' Museum**, the former Stasi headquarters in Leipzig.

## Destination of the Year 2009

For customers looking for a cultural city break, why not suggest Dresden, our **Destination of the Year 2009**. The city known as the **'Florence on the Elbe'** boasts numerous sights and attractions including the magnificent **Zwinger** building, the **Semper Opera House** and the iconic **Frauenkirche**.



## DRESDEN

A boat trip along the Elbe is a tranquil way to enjoy a unique perspective of the city, whilst a visit to the Neustadt district with its trendy cafes and bars shows off a livelier side of Dresden. Visitors can delve into Dresden's history and explore the main sights during a thrilling 90-minute **Trabi Safari!**

**Book a Dresden city break before 31st January 2009** and not only will your clients get the Early Booker Discount, but also a complimentary Dresden Welcome Card giving them 2 days free public transport as well as free entrance into some of the city's most renowned museums.

## THIS MONTH

Including News from the German National Tourist Office: **A Year of Celebrations**

- **Programme 2009**
- **Early Booker Offers**
- **Agents on tour with Dertour**



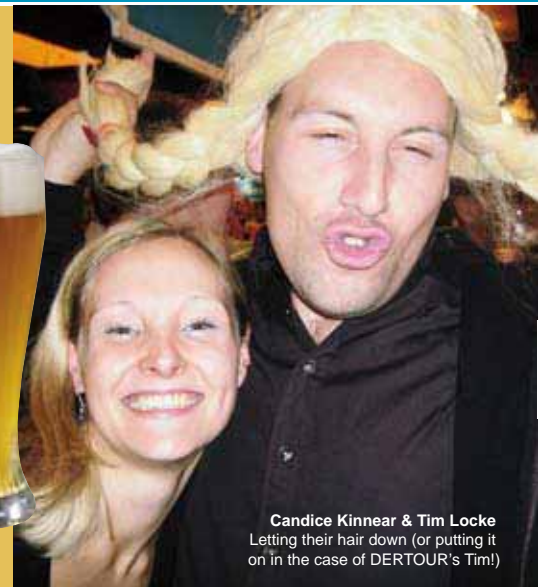
## Agents enjoy a stein or two at the Oktoberfest 08

Despite some minor mishaps, Dertour once again whisked a group of agents away to **Munich** to enjoy some **legendary Oktoberfest** revelry. Eventually they made it to the bustling beer tents on Theresienwiese and with their steins overflowing the group started to get in to the swing of things Munich-style!

For Candice Kinnear of GoEasy Travel it was a first-time experience: "I absolutely loved the Beerfest. It was much bigger than I imagined and everyone was so friendly. I'd never experienced such a vibrant atmosphere where everyone gets along and has fun together. Thanks so much Dertour. I had a great time - even if we only had 22 hours there in the end!"

Tours manager Lawrence Peachey, who has been organising educationals to Germany's largest beer festival for 15 years, said: "We take agents over to the Oktoberfest every year as it is important for them to get first-hand knowledge about this **hugely popular event** and its host city so they can best advise their customers.

"As well as delicious Bavarian beer, the trip gives agents the chance to sample regional culinary specialities and explore Munich's many shops and attractions." He added: "It is also a great way of banishing typical German stereotypes... when the agents arrive, they soon realise just **how much fun the Germans are!**"



**Candice Kinnear & Tim Locke**  
Letting their hair down (or putting it on in the case of DERTOUR's Tim!)

Augsburg Christmas Market



## Historical Highlights at Christmas Time

On the first Advent weekend, Dertour joined up with the **Historical Highlights of Germany** team to take a group of eight agents to Bavaria for a taste of a traditional German Christmas.

Visiting the picturesque cities of Augsburg and Regensburg, the group were able to experience some of **Bavaria's most enchanting Christmas markets**, indulging in spicy mulled wine, freshly baked gingerbread and traditional Bavarian sausages.

They visited three Christmas markets in **Regensburg** alone, including one set in the impressive grounds of Thurn and Taxis Castle.

Sid Taylor of Ryedale Travel said: "I love Germany. This weekend was a real treat as it is always great to see somewhere new - especially Regensburg! It was the

best time of year to be there – the markets were wonderful, particularly in Thurn and Taxis Castle"

As well as enjoying the region's festive delights, the group were also treated to some very special themed tours. Firstly, in **Augsburg** they visited the Mozart House and were shown around the city's main historic sights by none other than Mozart's cousin, the Augsburg Bâsle!

The next day, the group met up with 16th century German banker, Jakob Fugger, at the Town Hall before going off to explore the pretty houses of the famous 'Fuggerei' settlement, dating back to 1516.

Anne Coulson from Alan Cook Travel in Borehamwood felt it was an invaluable experience: "I just wanted to say a big thank you for such a fantastic trip. I will be able to sell Germany with a lot more confidence now."



## 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](http://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.

### Burgundy & Provence Discovery

- 8 days/7 nights full board accommodation onboard a premium 4-star ship
- Return flights from London to Lyon
- Transfers to ship and to airport



**Early Booker Bonus**  
Book by 31st December 2008 and save 5%!

from  
**£892\***  
per person

### Dresden – Florence on the Elbe!

- 3 days/2 nights in a centrally located 4-star hotel
- Breakfast included
- Return flights from London to Dresden



**Early Booker Bonus**  
Book a Dresden City Break by 31.01.2009 to receive a 5% discount and a FREE Dresden Welcome Card!

from  
**£419\***  
per person



Call us on

**0871 231 3355**

or email to [tours@dertour.co.uk](mailto:tours@dertour.co.uk)

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# Germany - A Year of Celebrations

Highlights of Germany

Attractions & Events

Outdoors & Activities

Practical Tips

About Us

We at the German National Tourist Office in London would like to thank you all for your help and support in making Germany one of Europe's top destinations to visit and wish you all a very Merry Christmas and a Happy New Year 2009!

# W



## Fall of the Berlin Wall

All of you who attended our World Travel Market Travel Agents' Day Seminar will know that one of our major pushes for 2009 will be the 20 year celebration of the 'Fall of the Wall'.

There will be a whole range of activities taking place in the German capital and fascinating ways to explore Berlin, including bike tours along the Berlin Wall Trail, exciting Trabi safaris and tranquil boat trips.

Call us on **020 7317 0910** for a brochure or for more details.



## Party away in Cologne

Carnival is celebrated with greater dedication in parts of Germany than in any other European country. It is a time of elaborate parades, costumes, balls and the election of Carnival King and Queen. It generally takes place in early spring, seven weeks before Easter and is fun for all age groups! The festival is known as Karneval in the Rhineland, Fassenacht in Mainz, Fasching in Bavaria and Fastnacht or Fasnet in southwest Germany, but all provide a spectacular fancy dress parade with music, parties and lots of fun.

The main towns famous for their Carnival spectacles are Aachen, Cologne, Düsseldorf, Mainz, Munich and Münster. Check out our website for more details.

## Winter Breaks in Germany

Germany in the wintertime can be magical, exciting and relaxing. Beautiful cities, such as Munich, tempt you with special seasonal offerings and cultural experiences ranging from Christmas Markets to world class art exhibitions and concerts in stunning venues. Bargains can be found in the many inviting shopping arcades, while freshly prepared local specialities await your customers in cosy inns.

Thanks to the country's excellent infrastructure, resorts are easy to reach and many already played host to internationally famous sporting events. The Royal Air Force train annually in the snow of Oberammergau, skating legends such as Torvill and Dean have graced Oberstdorf's ice rink and Garmisch still has the locals fondly remembering the heroic performance by 'Eddie the Eagle'.

For a complete physical workout why not recommend cross-country skiing, snowboarding or tobogganing? But, if it's a relaxing change of pace your client is after, suggest a romantic horse-drawn sleigh ride or gentle walks through the spectacular countryside. Following an invigorating day on the slopes, there's nothing better to soothe aching limbs than a visit to a spa. However, you should warn your clients planning to visit the sauna that locals not only leave their worries on the doorstep, but also their swimming trunks! Better take a large towel!





Discover the north-eastern federal state of Germany, **Brandenburg**, a region characterised by its tranquil waterways, rich history and fine cultural attractions. Home to Germany's buzzing capital as well as the royal town of Potsdam; here your clients can immerse themselves in both historic splendour and idyllic scenery. For information please visit: [www.brandenburg-tourism.com](http://www.brandenburg-tourism.com).

## Things to do

### Fall of the Wall highlights

- **Traces of the Cold War Tour** - This guided tour shows the effects Germany's division had on Berlin and Brandenburg, taking in the villas of Babelsberg, the Glienicke Bridge - famous for its spy exchanges, and Cecilienhof Castle in Potsdam.
- **The Brandenburg Bunker World** - Uncover the GDR's best kept Cold War secrets whilst exploring the region's extensive network of hidden underground bunkers in Harnekop, Wollenberg and Garzau.
- **Lifestyle of the GDR** - Going from the Majakowskiring in Pankow to Schönhausen Castle - once the official base of GDR operations, this tour is the perfect daytrip for history fans. It also includes visits to the former residences of GDR members Wilhem Pieck and Walter Ulbricht.

These tours are available for groups of 10-30 people. For bookings and more information email [gruppen@reiseland-brandenburg.de](mailto:gruppen@reiseland-brandenburg.de)



## Good to know

### Brandenburg - the gateway to Berlin

The 'Fall of the Wall' anniversary is by no means the only reason to visit this picturesque state in 2009. As well as numerous festivals and events, the region around Potsdam and Berlin offers a diversity of leisure activities both on land and water! Here are a few ideas:

- Known for its well-preserved nature reserves, enchanting waterways and the famous 'Spreevald-Gurke' (gherkin), there are plenty of ways to explore natural Brandenburg. Perhaps the most captivating option is to take a punt along the peaceful canals and streams of the **Spreevald** reserve.
- The **Babelsberg Film Park** in Brandenburg has been producing films for almost a 100 years (anniversary 2011) and is a must for all movie buffs. Visitors can peek behind the scenes and enjoy breathtaking stunts, marvel at astounding special effects, explore famous film sets and much more.
- **Golf & Spa Getaways** Embraced by the beautiful Havel landscape and close to the cultural town of Potsdam, the first-class **Spa Resort Schiwehlowsee** features a Tao-Life spa centre offering health, beauty and massage treatments. Voted one of the top three golf hotels in Germany, the **Sport & Spa Resort A-Rosa Scharmützelsee** boasts an idyllic setting on the shores of Brandenburg's largest lake. Golf fans have a choice of four pristine courses designed by Nick Faldo and Arnold Palmer, and can also profit from excellent sport facilities, outstanding gourmet restaurants and an indulgent spa.
- No other region in Germany is so perfectly experienced from the water, so why not recommend a **boating holiday** in Brandenburg? This way visitors can explore the romantic rivers, sparkling lakes and unspoilt landscapes at their own pace.



## How to book

For more information on Brandenburg, Potsdam and Berlin, take a look at our new brochure 'Germany and Beyond 2009'. To discuss individual enquiries or to book, please call **0871 231 3355** or email [tours@dertour.co.uk](mailto:tours@dertour.co.uk).



## AGENT PRIZE DRAW

Here is your chance to **win an indulgent two night stay in Potsdam for two**, courtesy of Brandenburg Tourism and Art'otel Potsdam!

### Just answer the following questions:

1. Name 3 holiday ideas in the fantastic region of Brandenburg!
2. For how many years did the Berlin Wall stand?
3. Until when can clients profit from the Early Booker discount with the new brochure 'Germany and Beyond 2009'?
4. Which ticket allows Dresden visitor to have free public transport and free entrance to the city's major museums?

### How to enter

Simply e-mail your answers, name, agency address and ABTA/TTA/ IATA/GTG number to [promotions@dertour.co.uk](mailto:promotions@dertour.co.uk) by **10th January 2009** with 'Brandenburg' in the subject heading.

Prize draw takes place among all entries received. The winner will be advised by 20th January 2009. DERTOUR's decision is final and not open to negotiation. Prize is a 2 night hotel stay for 2 persons sharing a double room including breakfast in the 4-star hotel Art'otel Potsdam, courtesy of Brandenburg Tourism. Conditions apply.

