

COMPANY DETAILS

Year of foundation: 1991
Number of employees: 30
Destinations: 50
Active clients: 460
Groups led: 1.430
(approx. 50 % via plane)
Tour guests: 44.800
Annual turnover: 17.5 mio

Company founders Dr. Klaus Mewes
Ingrid Mewes

Management board: Bastian Langguth
Dr. Klaus Mewes

Company headquarters: Germany, Neustrelitz



OUR DESTINATIONS

Andorra
Armenia
Austria
Belgium
Bosnia Herzegovina
Bulgaria
Canada
Croatia
Cuba
Cyprus
Czech Republic
Denmark
Egypt
Estonia
Finland
France
Germany
Great Britain
Greece
Hungary
Iceland
Ireland
Italy
Kazakhstan
Kyrgyzstan
Latvia
Lithuania
Luxembourg
Malta
Morocco
Namibia
Netherlands
Norway
Poland
Portugal
Romania
Russia
Sweden
Serbia
Slovakia
Slovenia
South Africa
Spain
Switzerland
Turkey
Ukraine
United Arab Emirates
USA
Uzbekistan
Vietnam

Travel is the
desire for life!

BTO International GmbH
Strelitzer Chaussee 253
D - 17235 Neustrelitz

Fon: +49 (0) 3981 48 84 0
Fax: +49 (0) 3981 44 77 70
eMail: info@bto.de
Website: www.bto.de

BTO
INTERNATIONAL GMBH
YOUR COMPETENT PACKAGE HOLIDAY OPERATOR

Successful for
25 years



www.bto.de



ABOUT BTO INTERNATIONAL GMBH

BTO International is a package holiday operator. We organise holiday programmes to resellers only (B2B), i.e. for (coach) tour operators and travel agencies that organise their own tours.

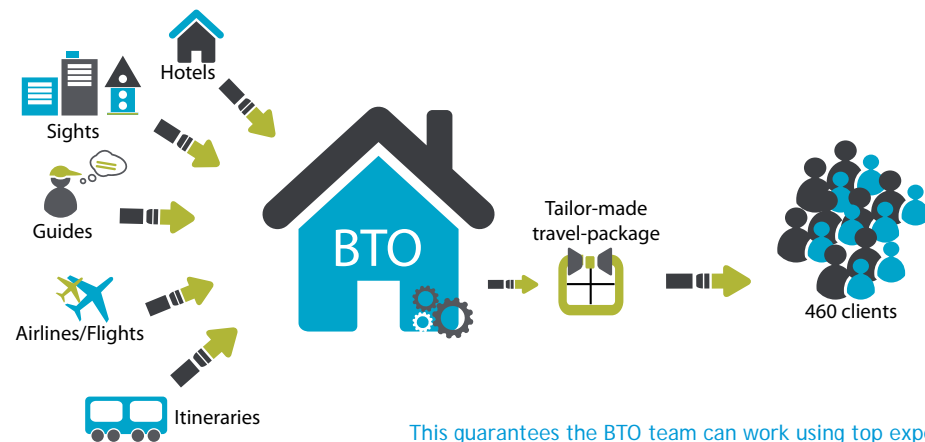
We started out as a one-man company in 1991. Today, we are a vibrant company with lots of dedicated employees. Our biggest asset is our team. Every department is responsible for their products from start to finish. This results in high levels of commitment and an enjoyable working environment.

From the very beginning, it was very important to us that we are in the same boat as all of our partners. Only when we succeed in seeing risks, opportunities and trends in the same way, will we be able to succeed in the market.

In terms of cooperation with new partners and interesting ideas, we are very open and look forward to your suggestions.

OUR HOLIDAYS

- * Flights (fixed acceptance)
- * Add-on flights
- * City breaks
- * Round trips
- * Short breaks
- * Active holidays
- * Health spa retreats
- * Incoming holidays
- * Event tours



This guarantees the BTO team can work using top expertise!

Every year we produce three large and more comprehensive main catalogues as well as specialised theme catalogues

MAIN CATALOGUES

- * North-east Europe
- * South-west Europe
- * Germany-Austria-Switzerland

THEME CATALOGUES

- * Winter holidays (early/late season, advent period) Christmas and New Year)
- * Easter holidays
- * Spring flights
- * Autumn flights

Between 2,500 and 10,000 editions are printed, some of which are included in trade publications.

BTO INFO TOURS

Every year, we organise 2 - 3 famtrips for our clients in potential destinations/holiday areas, where we wish to increase sales.

Do you have a good reason why we should come to you? Then get in touch! We would be happy to plan and organise our next famtrip together with you.

REGULAR AND NEW CLIENT EVENTS

For 17 years we have organised an annual event for our regular clients, where our clients can meet with us and their competitors to discuss industry specific trends and news.

In 2015, we are also planning to have an event for our first-time and new clients.

TRADE FAIRS

- * RDA Workshop, Cologne (annually)
- * VPR VIP meeting/road show, Germany

ADVERTISEMENT SURCHARGES

If requested, it is possible for us to give your destination or hotel increased visibility in our catalogues. We would calculate and appropriate advertising allowance for you, depending on the size of the advertisement you wish to publish about your product.

Reference prices for adverts in our main catalogues (A4 format):

Ad size	Catalogue (2,500 editions)
1/4 page	from €200
1/3 page	from €300
1/2 page	from €350
1 page	from €800

(These prices are to be used as a reference and do not include 19% VAT)

KICK BACK AGREEMENTS

Together we can make a difference. Which is why good business should be taken seriously. Depending on the total turnover that we achieve with your company within one year, we can then talk about potential kick-back agreements.