



Tamarillo
tropical expeditions

www.tamarillo.co.nz
Email: info@tamarillo.co.nz
Tel: +64 4 2399 885
Fax: +64 4 2399 895
P.O. Box 9869
Wellington, New Zealand

Contents:

1. About Tamarillo
2. Five different itineraries
3. Financial details
4. Inclusions/exclusions
5. General information

www.tamarillo.co.nz

Please visit our website for information on Kadavu and on Tamarillo Tropical Expeditions, including detailed itineraries, departure dates, maps, photos, a short movie, guest comments, articles, and more.

Sea-kayak Fiji - Retailers Information Pack - 2007

1. About Tamarillo Tropical Expeditions

Who are we?

We are an eco-tourism & adventure travel company based in Wellington, New Zealand.

We've been guiding sea-kayaking vacations in Kadavu, Fiji, since 1998.

We offer a range of itineraries to suit all ages and fitness levels.

We work with clients who are interested in adventure, culture and nature.

We take people off the beaten track while providing the comfort of resort accommodation, and the safety and knowledge of professional guides.

What do we do?

We guide sea-kayak journeys and study programs around the unspoiled islands of Kadavu in Fiji.

We overnight along the way in small, simple resorts and one village.

No camping!

We offer a sales commission all travel agents and retailers.

In addition to world-class sea-kayaking our itineraries include snorkeling, trekking, village visits, swims beneath waterfalls, bird-watching and of course, relaxing. Scuba-diving and fishing are optional extras.

All the details you need to promote Tamarillo's packages among your clients can be found in this document and on our website. You can even join one of our expeditions yourself. Travel industry professionals can apply for Tamarillo's special industry rate.

Please contact us for more details.

We look forward to working together with you.

**Anthony Norris, Marina Mantovani,
and Ratu Joseva Cabenagauna Bosenakadavu;
directors: Tamarillo Tropical Expeditions.**



Tamarillo
tropical expeditions

The expedition departure dates, along with an indication of booking availability can be found on our website:

www.tamarillo.co.nz

in the section titled:

‘dates & details’.

2. Five different itineraries

Tamarillo offers a variety of expeditions, enabling travel agents to ensure their clients are booked on the trip that’s right for them.

7-day ‘Kadavu Classic’ - our original expedition

Suitable for:

- newcomers to sea-kayaking (tuition given);
- experienced kayakers (extended paddling options available each day);
- adults (13 years plus) in general good health.

5-day ‘Slice of Kadavu’ - selected highlights

Similar to the 7-day Kadavu Classic, for those with less time.

7-day ‘Family Journeys’ - a shared experience

Suitable for:

- people of all ages; adventurous family groups; single parents with children;
- newcomers to sea-kayaking (tuition given);
- non-kayakers happy to cruise along in the motorised support boat;
- other travelers happy to share their vacation with family groups.

‘Design Your Own’ - customised private trips

A combination of your client’s dreams and ideas with Tamarillo’s resources and experience. Any group size, any duration, any date.

‘Fiji Study Programs’ - adventurous, educational journeys

Unique programs for educational and special interest groups from around the world. Each expedition is customised to fit the client’s curriculum, interest, schedule and budget.



Tamarillo
tropical expeditions

A currency converter can be
found at: www.xe.com

3. Financial details

Sales commission rates:

10% sales commission is available to all travel retailers on bookings made directly with Tamarillo Tropical Expeditions. Wholesale commission rates are available also.

Retail rates valid until December 2007:

(Note: prices for the 'Design Your Own' and 'Fiji Study Program' options vary according to their content and duration.)

'Kadavu Classic' and 'Family Journey' 7-day package price:

Adults (13 years and over): NZ\$2150

(For rooms with private bathrooms add NZ150)

Children (under 13 years, 'Family Journeys' only): NZ\$1735

'Slice of Kadavu' 5-day package price:

Adults: NZ\$1790 (for rooms with private bathrooms add NZ\$150).

A deposit of 25% of the retail rate is required to secure every booking. The travel retailer must forward this in full to Tamarillo.

Final payment is due 45 days prior to departure. By this date Tamarillo should receive the remainder of the full retail rate, less the 10% sales commission.

Payments to Tamarillo can be made by Visa or Mastercard or deposited into the following account:

Bank of New Zealand, Willis Street, Wellington, New Zealand

Account name: Tamarillo Limited

Account #: 020500-0217193-97

Swift code: BKNZ NZ22



Tamarillo
tropical expeditions

Tamarillo Tropical Expeditions commence with the group rendezvous in the domestic terminal of Fiji's Nadi International Airport (Pacific Sun check-in counter) at 1100 hrs on day one.

The expeditions conclude with the return of the Pacific Sun flight from Kadavu to Nadi on the final day of the expedition. The scheduled arrival time of this return flight is 1345 hrs.

4. Inclusions/exclusions

(for the 7-day 'Kadavu Classic', 5-day 'Slice of Kadavu', and 7-day 'Family Journeys' itineraries.)

The retail price includes:

- return airfares (Nadi-Kadavu-Nadi), flying Pacific Sun;
- 5 nights resort accommodation (Waisalima Beach Resort, Kenia Beach Resort, and Matava Resort) - or 4 nights on the 'Slice of Kadavu' expedition;
- 1 night's village accommodation, including kava ceremony and entertainment (not included on the 'Slice of Kadavu' expedition);
- all meals while in Kadavu, and refreshments throughout each day;
- guided sea-kayaking, hikes, snorkeling trips and other activities on each day;
- all sea-kayaking and snorkeling equipment and instruction;
- professional guides and support staff (guide:client ratio, 1:4);
- all vehicle and boat transfers while in Kadavu, and support boat services throughout the sea-kayaking sectors.

The retail price excludes:

- personal resorts expenses (eg: scuba-diving, privately-chartered fishing trips, bar tabs, laundry, phone calls);
- international flights, travel insurance, excess baggage charges;
- expenses related to medical treatment and emergency evacuation.



Tamarillo
tropical expeditions

No camping is involved in the tour packages - Tamarillo is the only sea-kayak expedition company in Fiji to operate in this way.

To assist travel agents and retailers with sales Tamarillo can provide promotional material, shop displays, client presentations and slide-show evenings.

Contact Tamarillo to receive a copy of an 8-minute dvd on the expedition options made in Kadavu during 2006.

5. General information for retailers

No experience is necessary in order to travel with Tamarillo Tropical Expeditions, although a good level of health and fitness, along with a spirit of adventure, are required.

Sea-kayaking is very easy to learn. Tamarillo's guides provide expert tuition, and the warm waters of Kadavu offer the ideal environment in which to learn.

Tamarillo Tropical Expeditions uses two-person sea-kayaks. Clients booking in pairs will be able to paddle together. Clients booking on their own will be required to share a kayak with another person.

Tamarillo's motorised support boat is a key part of the journeys; carrying the luggage, going ahead to set up picnics, offering rides to weary sea-kayakers, and providing safety back-up.

All resorts used by Tamarillo provide great meals, comfortable beds, clean sheets, mosquito nets, showers and flush toilets. The bathrooms are sometimes shared facilities.

The resort accommodation is in twin-share rooms. Larger family rooms are also available. There is no compulsory single supplement, but solo travelers may be required to room with another group member of the same gender.

The overnight stays in the villages may occasionally necessitate use of 3- or 4-person rooms. Clients should have a certain amount of flexibility regarding this. (Note: there is no overnight village stay on the 5-day 'Slice of Kadavu' itinerary.)

Thanks for reading this far! We look forward to working with you.

Anthony, Marina, and Ratu;
Tamarillo Tropical Expeditions.