



SAILCROATIA



We understand the importance of developing and improving our working relationship with agents, so it is our pleasure to welcome you to our 2011 agents brochure.

We are currently working hard to prepare for the 2011 season and to make sure we are ready to give your clients the best of everything, including the first class, personal service that you have come to expect from us.

Your clients will also benefit from additions to our standard equipment, that make life aboard that little bit more comfortable and in particular our safety procedures and equipment, to ensure peace of mind. These are essentials on which we will never compromise or stop improving. They form a core part of our values.

In 2010, we responded to agent's feedback with introduction of all-inclusive bareboat pricing, which includes final cleaning and outboard engine rental as standard. In

addition, daily SMS weather report service and special gift for each sail out were also added.

Last year's all-inclusive bareboat pricing remains as a proven standard. The result of a simpler pricing model, daily SMS weather reports allow for shorter booking procedures and more information at sea, generally raising customer satisfaction through prompt timing of relevant services.

Our fleet of high quality yachts in Marina Kastela, near Split airport is designed to give you choice and flexibility. The fleet now offers a range of 33 yachts from 32 to 54ft for bareboat and skippered charter.

I look forward to welcoming you and your clients this Summer and extend my best wishes on behalf of the Sail Croatia Team.

Luka Grubor MBE

A handwritten signature in black ink, appearing to read 'Luka Grubor'.

Director
Sail Croatia



WHY BOOK WITH SAIL CROATIA?

With so many charter companies and so many ways to charter a yacht these days, why should you consider Sail Croatia as a suitable charter company for you and your clients?

OWN YACHTS

Sail Croatia owns and manages the yachts available for charter in our core sailing fleet. This means that we are able to rigorously control our maintenance and safety standards, as well as ensuring uniform peripheral equipment on every yacht.

FLEXIBILITY AND LOCAL KNOWLEDGE

Sail Croatia can assist your clients in planning

a charter holiday to suit their exact needs and make the most of their chosen cruising grounds. Call on us to arrange transfers, additional hotel overnights, route planning and car rental for your clients.

SUPPORT AND SAFETY

For bareboaters and skippered charters alike, your holiday is supported by base staff, who are assigned to your particular yacht, to ensure the highest quality response in the unlikely event of any technical issues. All of our yachts meet or exceed Croatian safety regulations and our team is continually working to find new solutions to improve reliability and consistency.

BAREBOAT CHARTERS

There are few pleasures in sailing that can surpass being in command of your own vessel, with family or a group of friends as your crew. When your clients set sail with a Sail Croatia yacht, they will notice the attention to detail that guides every one of our team members throughout the year to ensure that your yacht is in impeccable condition at all times.

Every one of our yachts has a designated mechanic who is responsible for everything from its seaworthiness, safety, and mechanical operation to its general condition. This means that our mechanics know and understand our yachts intimately, and are part of the support team that are available to you 24/7 in order to make sure that should you need help at sea, it is always there.

We also recognise that in order to make your holiday a success, you expect far more than just a yacht in solid working order. That's why we offer all our clients benefit from the range of additional items available to hire or order. You will also have access to the wealth of local knowledge available from our team, to help make sure that you don't miss out on the most beautiful areas within your chosen cruising ground.

SKIPPERED CHARTERS

Whether your clients are experienced sailors or new to sailing, and want to have someone else take on the responsibility of the day to day operation of the yacht, our skippers are there to make sure the holiday runs smoothly.

We hand pick our skippers to ensure that they have a passion for sailing, exceptional local knowledge and proven track record for customer service. We continually monitor their performance and make every effort to pick the right skipper for your group.

Before you arrive, you will receive their CV, and we will inform them of your requirements, so whether you're after a leisurely sail, mile building, or a tour of the best restaurants and swimming spots, your skippers will have been briefed, and be ready to deliver.

LUXURY CREWED CHARTERS

Arrive in one of the Adriatic's fashionable island marinas in style, when you charter one of our luxury motor yachts. Enjoy all the onboard facilities of our flagship Ferretti 881 – “Tugarka” or Sunseeker 86 Choco along with two Timmermann Yachts Victoria M and La Stella dei Mari. All yachts are fitted with extensive water sports facilities and modern communications and entertainment equipment.

Sail Croatia manages full time crews on our Ferretti yachts, both of which receive consistently exceptional feedback from our guests, and are always available to take care of your daily needs, and ensure you are introduced to the most exciting locations and have the opportunity to sample the finest meals, while relaxing aboard your yacht.

Sail Croatia also provides a carefully selected range of impressive classic yachts as well as motor yachts for larger groups. Please contact our team to discuss your specific requirements and we will advise you on the most suitable packages for you and your clients.



CORPORATE CHARTERS

When your corporate clients require a tailor made experience that needs to fit perfectly into an incentive or team building programme, and an itinerary that runs like clockwork, you need a supplier with the commitment and understanding required to ensure your clients have a memorable experience.

Sail Croatia has worked with a range of corporate clients, from media (Eurosport) to the financial sector (RP Martins), as well as supporting marketing and team building companies in delivering complex, but hassle free experiences for their clients.

We specialise in delivering a complete package of services, from providing the yachts, crew and itinerary, to delivering catering, corporate branding, event clothing, prizes and transport.

OUR BASE IN MARINA KASTELA

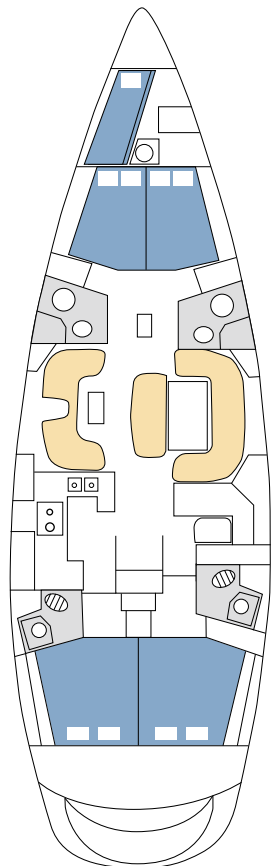
The Sail Croatia fleet is moored within Marina Kastela, near Split and is conveniently situated only 10km from Split airport and a 20min drive from both Split city centre and Trogir.

The marina features secure parking for charterers arriving by car and a range of guest facilities from cash machines and Wi-Fi internet to a local fishing shop and restaurant.

The Marina has a dedicated service base, with a travel lift and workshops, helping us to ensure that any technical issues or damages are dealt with in record time. Marina Kastela is also approximately 500m from a large supermarket, ideal for all your provisioning needs, if you haven't decided to take advantage of our provisioning service.

Jeanneau 54 DS

One of the largest production sailing yachts available in the Adriatic, the Jeanneau 54 DS is built for comfort. The stylish deck salon version provides a substantial amount of space below deck, with 4 en-suite double cabins and separate crew quarters, while above deck there are acres of space for sunbathing, even for a larger group of guests.



Production year:	Length over all:	Cabins:	Heads:	Berths:
2008	16.38 m	4 + 1	4 + 1	8 (+2+2)

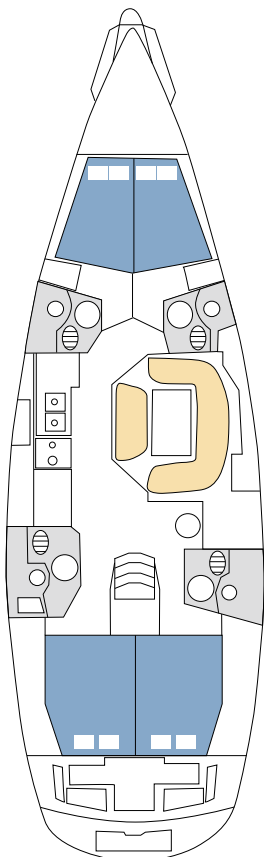
Equipment:	<ul style="list-style-type: none"> Furling Genoa Furling Mainsail Gennaker (on request) Bow thruster Electric Anchor Windlass Electric Windlass Fenders Dinghy Outboard Engine Emergency Tiller Bimini Sprayhood 	<ul style="list-style-type: none"> Cockpit Shower Cockpit Table GPS VHF Autopilot Harbour Guides FM Radio/CD Player Fridge/Freezer Shore Connection 220V Towels/Bed Linen Galley Equipment (Cutlery)
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Bareboat prices per week:

	14.05. - 04.06.				
01.10. - 14.05.	17.09. - 01.10.	04.06. - 25.06.	25.06. - 30.07.	30.07. - 20.08.	20.08. - 17.09.
4, 300 €	4, 800 €	5, 350 €	6, 200 €	6, 950 €	6, 050 €

Jeanneau Sun Odyssey 49 and 49i

An elegant cruising yacht, with a spacious deck, the Jeanneau 49 is a substantial yacht with 4 double cabins and 4 heads. She is designed with a similar cabin layout to the Jeanneau 45 that allows you the option of merging two cabins into one and comfortably sleeps 8 people.



Production year:	Length over all:	Cabins:	Heads:	Berths:
49 - 2006 49i - 2008	14.73 m	4	4	8 (+2)

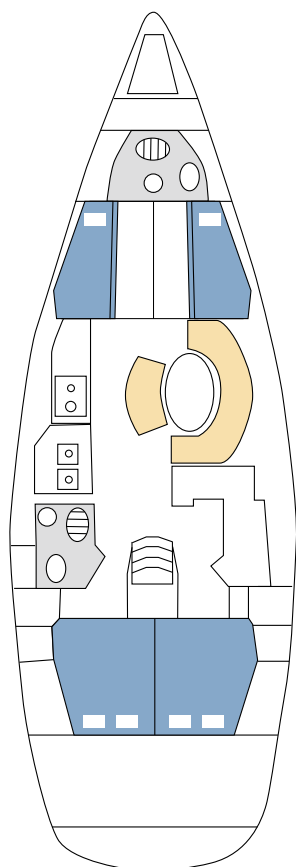
Equipment:	Furling Genoa Furling Mainsail Bow thruster Gennaker (on request) Electric Anchor Windlass Electric Windlass Fenders Dinghy Outboard Engine Emergency Tiller Bimini Sprayhood	Cockpit Table Cockpit Shower GPS VHF Autopilot Harbour Guides FM Radio/CD Player Fridge Shore Connection 220V Towels/Bed Linen Galley Equipment (Cutlery)
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Bareboat prices per week:

	14.05. - 04.06.				
01.10. - 14.05.	17.09. - 01.10.	04.06. - 25.06.	25.06. - 30.07.	30.07. - 20.08	20.08. - 17.09.
2, 800 €	3, 400 €	3, 800 €	4, 350 €	4, 750 €	4, 250 €

Beneteau First 47.7

The First 47.7 comes with a formidable reputation as one of the most popular cruiser racers in the Mediterranean. With its racing pedigree, she's an exciting sail for the experienced charterer, while being fully equipped with all the creature comforts. Below deck you will find a large and spacious salon, 2 double cabins and 2 twin bunk cabins.



Production year:	Length over all:	Cabins:	Heads:	Berths:
2005	14.50 m	4	2	8 (+2)

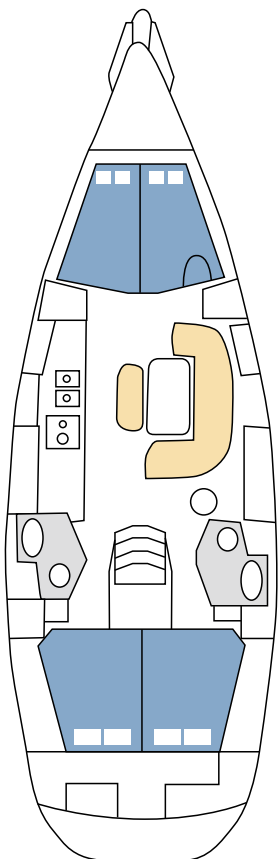
Equipment:	<ul style="list-style-type: none"> Furling Genoa Mainsail - Full Batten/Lazybag Gennaker (on request) Spinnaker / Spi boom (on request) Electric Anchor Windlass Fenders Dinghy Outboard Engine Emergency Tiller Bimini Sprayhood 	<ul style="list-style-type: none"> Cockpit Shower GPS VHF Autopilot Harbour Guides FM Radio/CD Player Fridge Shore Connection 220V Towels/Bed Linen Galley Equipment (Cutlery)
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Bareboat prices per week:

	14.05. - 04.06.				
01.10. - 14.05.	17.09. - 01.10.	04.06. - 25.06.	25.06. - 30.07.	30.07. - 20.08.	20.08. - 17.09.
2, 750 €	3, 100 €	3, 500 €	4, 050 €	4, 500 €	3, 950 €

Jeanneau Sun Odyssey 45

A versatile mid size yacht, the Jeanneau 45 has a spacious, well designed, cockpit, well suited to crews spending most of their time above deck in the warm summer months. She can sleep up to 8 guests in 4 double cabins, while the flexible layout means that the two fore cabins can be merged into a large, owner's style, cabin.



Production year:	Length over all:	Cabins:	Heads:	Berths:
2006	13.72 m	4	2	8 (+2)

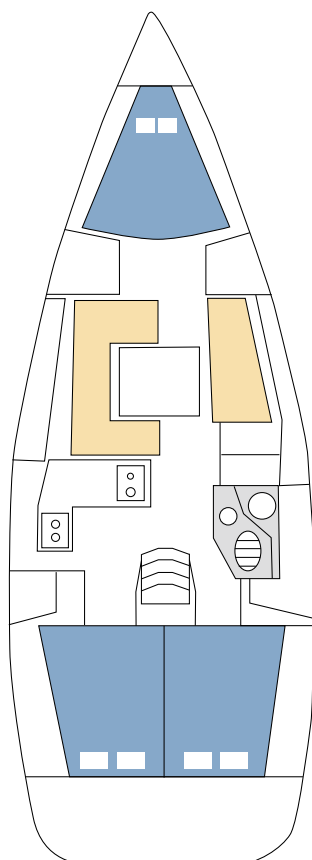
Equipment:	Furling Genoa Furling Mainsail Gennaker (on request for models 2005) Spinnaker / Spi boom Bow thruster Electric Anchor Windlass Fenders Dinghy Outboard Engine Emergency Tiller Bimini Sprayhood	Cockpit Table Cockpit Shower Sprayhood GPS VHF Autopilot Harbour Guides FM Radio/CD Player Fridge Shore Connection 220V Towels/Bed Linen Galley Equipment (Cutlery)
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Bareboat prices per week:

	14.05. - 04.06.				
01.10. - 14.05.	17.09. - 01.10.	04.06. - 25.06.	25.06. - 30.07.	30.07. - 20.08.	20.08. - 17.09.
2, 350 €	2, 900 €	3, 350 €	3, 750 €	4, 100 €	3, 650 €

Beneteau Oceanis 37

The Oceanis 37 is a stunning and spacious 3 cabin yacht from Beneteau's brand new range. With roomy cabins and plenty of headroom, she also has an enormous cockpit and a great deal of deck space for her size. The Beneteau is sleek and stylish below deck and comfortably accommodates 6.



Production year:	Length over all:	Cabins:	Heads:	Berths:
2008	11.98 m	3	1	6 (+2)

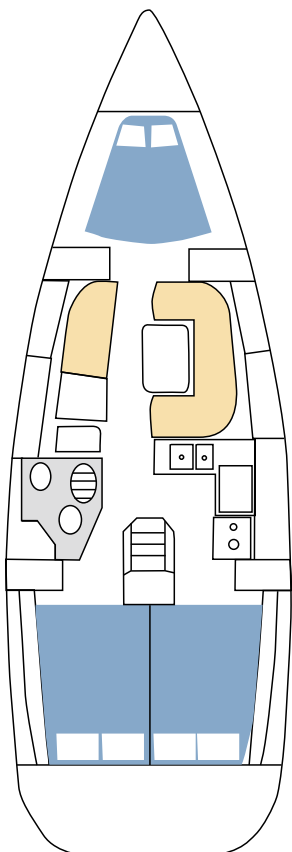
Equipment:	Furling Genoa Furling Mainsail Gennaker (on request) Electric Anchor Windlass Fenders Dinghy Outboard Engine Emergency Tiller Bimini Sprayhood	Cockpit Shower Cockpit Table GPS VHF Autopilot Harbour Guides FM Radio/CD Player Fridge Shore Connection 220V Towels/Bed Linen Galley Equipment (Cutlery)
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Bareboat prices per week:

	14.05. - 04.06.				
01.10. - 14.05.	17.09. - 01.10.	04.06. - 25.06.	25.06. - 30.07.	30.07. - 20.08	20.08. - 17.09.
1, 450 €	1, 850 €	2, 100 €	2, 400 €	2, 600 €	2, 300 €

Jeanneau Sun Odyssey 36i

A practical and reliable cruiser, with 3 double cabins the Jeanneau 36 is one of the most popular 3 cabin charter boats in Croatia. She's very easy to handle and offers an affordable cruising option for a small family or group of up to 6 guests.



Production year:	Length over all:	Cabins:	Heads:	Berths:
2007 2008	10.94 m	3	1	6 (+2)

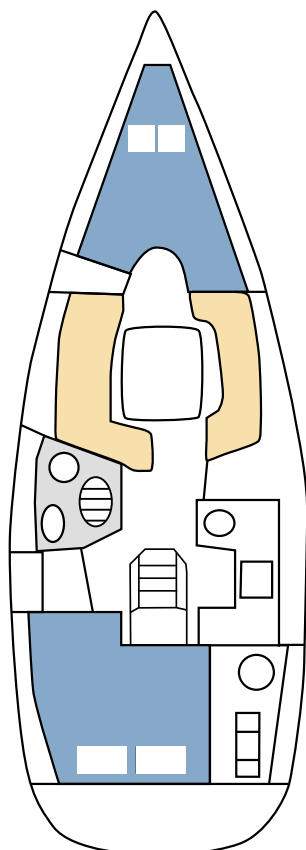
Equipment:	Furling Genoa Furling Mainsail Gennaker (on request) Electric Anchor Windlass Fenders Dinghy Outboard Engine Emergency Tiller Bimini Sprayhood	Cockpit Shower Cockpit Table GPS VHF Autopilot Harbour Guides FM Radio/CD Player Fridge Shore Connection 220V Towels/Bed Linen Galley Equipment (Cutlery)
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Bareboat prices per week:

	14.05. - 04.06.				
01.10. - 14.05.	17.09. - 01.10.	04.06. - 25.06.	25.06. - 30.07.	30.07. - 20.08.	20.08. - 17.09.
1, 300 €	1, 700 €	1, 950 €	2, 250 €	2, 500 €	2, 200 €

Jeanneau Sun Odyssey 32i

Built to perform well under all conditions, with a quick reefing system, this vessel is dedicated to total comfort. SO 32i offers a main saloon, two cabins and a single toilet/shower. A wide cockpit offers plenty of room for relaxation and fun.



Production year:	Length over all:	Cabins:	Heads:	Berths:
2007	9.45 m	2	1	4 (+1)

Equipment:	<ul style="list-style-type: none"> Furling Genoa Furling Mainsail Electric Anchor Windlass Fenders Dinghy Outboard Engine Emergency Tiller Bimini Cockpit Table Cockpit Shower 	<ul style="list-style-type: none"> GPS VHF Autopilot Harbour Guides FM Radio/CD Player Fridge Shore Connection 220V Towels/Bed Linen Galley Equipment (Cutlery)
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Bareboat prices per week:

	14.05. - 04.06.				
01.10. - 14.05.	17.09. - 01.10.	04.06. - 25.06.	25.06. - 30.07.	30.07. - 20.08	20.08. - 17.09.
1, 000 €	1, 300 €	1, 550 €	1, 700 €	1, 900 €	1, 700 €

VICTORIA M

The Bearer of the prize "Best Development Award" during of Cannes Boat Show 2008 – light ice class Victoria M.

A mix of classical style and art-deco with Japanese decorative elements make a magnificent impression and significantly increase space perspective. Victoria M looks inviting and invites her guests for high seas adventure. Four cabins: 1 Master and 1 VIP with king-size beds and 2 with separate beds are all furnished with bathrooms, audio – TV Kaleidoscope and satellite phones and decorated each in her unique style.

Specification:

Yacht: "VICTORIA M"
 Builder: Timmerman Yachts
 Year of Build: 2008
 L.O.A: 32.44
 Powered by: 2 x Caterpillar C18 (2 x 357 kW)
 Cruising speed: 11 – 13 knots

Price:

- 60.000 Euro - July and August
 - 55.000 Euro - June
 - 50.000 Euro - rest of year

All clients costs, under sail, handled by APA allowance.



TUGARKA

FERRETTI 881

Tugarka is undoubtedly one of the finest production motor yachts in Croatian waters, and chartering her is a unique experience. She sails under the careful guidance of her captain Djani Zaninovic, supported by 3 crew (engineer/ deckhand, chef and stewardess). Djani has been with Sail Croatia for the last 5 seasons, and has proven to be an exceptional captain and host. A man of many talents, Djani is also a pilot who enjoys flying gliders in his spare time.

Specification:

Yacht: "TUGARKA"

Builder: Ferretti S.p.A

Year of Build: 2008

L.O.A: 27.03

Powered by: 2 x MTU 16V2200 (2 X 2200 HP)

Cruising speed: 20 - 27 knots

Accommodation:

Tugarka accommodates 8 guests overnight,
or 12 while daily cruising
4 cabins : Master cabin, VIP Cabin, 2 twin cabins
All the guest cabins are en-suite and air conditioned

Price:

- 51.000 Euro – June, July, August and September
 - 44.000 Euro – rest of year
- All clients costs, under sail, handled by APA allowance.





Flybridge

- Hard top with electric control sun shade
- Jacuzzi
- Bar / 2 fridges
- I-pod connection
- BOSE loudspeakers with remote & amplifier
- Tender RIB Valliant 450/Mercury 50 out-board
- Wifi internet
- Sunbathing area
- Folding chairs
- All around fence

Cockpit

- BOSE loudspeakers with remote & amplifier
- Icemaker
- Stern teak table with 8-10 chairs
- Wifi internet

Aft garage

- Tender SEA DOO GTX Limited jet ski
- Jet ski equipment
- Snorkeling equipment
- Hydraulic platform (beach) with swimming ladders
- BOSE loudspeakers with remote & amplifier

Salon

- HD LCD TV 84 cm
- SAT TV
- Dream box
- SONY BlueRay player
- Kaleidoscope movie & music entertainment system with hard disc
- One remote for all functions (touch screen) by Crestron
- I-pod / I phone docking station
- Wifi/SAT BroadBand Internet 2Mb down/256 Kb up/ with wifi printer/scanner/fax
- Air condition
- GSM Phone, fax/intercom
- Electric blinds
- Day head

Master cabin

- Double bed
- Panoramic side windows
- HD LCD TV 72 cm
- SAT TV
- Kaleidescape movie & music entertainment system
- BOSE 3.2.1 . surround CD/DVD player
- Dream box
- I-pod/ I-phone docking station
- Wifi internet
- Female & male double bathroom with shower & hydro-massage bath

Vip cabin

- Double bed
- LCD TV 55 cm / SAT TV
- BOSE 3.2.1 . surround CD/DVD player
- Wifi internet
- Air condition
- Bathroom with shower cabin
- GSM phone / intercom

2xGuest cabins

- 2 x single beds
- 1 pulman bed
- LCD TV 55 cm / SAT TV
- Pioneer CD/DVD player
- Wifi internet
- Air condition
- 2 x Bathrooms with shower cabins
- GSM phone / intercom

Tenders & toys

- RIB Valliant 450 with Mercury 50 hp
- Jet ski SEA DOO GTX Limited
- Jet ski neopren suits, gloves...
- Snorkeling equipment
- Inflatable banana
- Water ski
- Wake board
- Inflatable donat

CHOCO

SUNSEEKER 86

Motor yacht CHOCO is a 26,47m (86' 10") sleek British built Sunseeker 86 motor yacht, launched in 2008. Yacht guests can feast on the exotic international cuisine prepared by our professional chef around the large dining table in the main saloon. CHOCO boasts very versatile exterior with a Jacuzzi, al fresco dining and sunbathing areas. His professional crew of four with exceptional captain Domagoj Vakante proven to be great hosts.

Specification:

Vessel: "CHOCO"	L.O.A: 26.47
Builder: Sunseeker	Powered by: Twin Caterpillar C32 ACERT 2 x 1825 HP
Year of Build: 2008	Cruising speed: 23 – 30 knots

Accommodation: Tenders and Toys:

M/Y CHOCO offers accommodation for up to eight guests in four generous cabins located on the lower deck including a spacious master cabins, a double VIP cabin and two twin bedded cabins each with en-suite facilities.

M/Y CHOCO has an Tender Wavemarine 480 SL with outboard engine Evinrude 90 Hp, 1 x jet ski Sea Doo GTX 260 HP(3 seaters), 1 x tovable "banana", 1 tovable "donut" tube, 2 x water skies, 1 x wakeboard, 6 x snorkeling sets, fishing equipments.

Price:

- 45.000 Euro - July and August
- 38.000 Euro - June and September
- 30.000 Euro - rest of year

All clients costs, under sail, handled by APA allowance.



LA STELLA DEI MARI



New born 'La Stella Dei Mari' (Sep of 2010) presents restyling of TM 33 project of TIMMERMAN YACHTS. Main salon is intended to remind musical lounges of XIX century. 4 'five stars' cabins: 1 master and 1 VIP with king-size beds and 2 with separate beds are all furnished with bathrooms. Panorama view dining room equipped with royal dinner table designed to serve for 10 persons. High class mastery of Chief can afford preparation of masterpiece meals for guests.

Specification:

Yacht: "LA STELLA DEI MARI"
 Builder: Timmerman Yachts
 Year of Build: 2010
 L.O.A: 32.44
 Powered by: 2 Caterpillar C18 DI-TA (2 x357 kW)
 Cruising speed: 12 – 13 knots

Price:

- 65.000 Euro - July and August
 - 60.000 Euro - June
 - 55.000 Euro - rest of year
- All clients costs, under sail, handled by APA allowance.

OUR TEAM

Whether in sales or base operations, the Sail Croatia Team is comprised of committed, positive and professional individuals, who form an integral part of the Sail Croatia culture and we'd like to introduce you to a few key members

Jelena Jakus – Charter Sales

Jelena may be seen as a girl with many talents. Jelena likes translating 17th century poetry, writing her own poems and novels, and spear fishing. All of this while being a mum to a very handsome 5 year old boy - Antoni.

Danijela Parat – Charter Sales

Daniela is the latest addition to our sales team.. She will welcome you and prove smiles are actually contagious. She loves to dance, she is in love with the sea and sunshine and her motto in life is: "When life gives you a hundred reasons to cry, show life that you have a thousand reasons to smile!"

Matilda Vidic – Charter Sales

One of the veterans of the charter industry in Croatia, Matilda has over 11 years of experience in delivering sailing holidays to the most demanding specifications. She has personally organised thousands of charters, from families and groups of friends, to corporate clients, and even Heads of State.

Filip Vukusic - Base Manager

Filip's positive attitude and love of all things maritime have been his trademark long before adopting the role of Base Manager in Kastela. Filip joined the Merchant Navy at the earliest opportunity and one of his oceanic crossings even took him and his crew right through the famed hurricane Katrina.

Management

Anton Drazin – Operations Director

A stalwart of Sail Croatia's ground operation. During his 6 years with the company Anton has worked in almost every operational role before taking on his duties as Operations Director last year. Originally from Kastela, we also think that he makes the finest "prosek" sweet wine in the region, not to be missed.

Luka Grubor – Managing Director

One of the co-founders of Sail Croatia, Luka has been part of the company's development from its inception. A man of many talents, he won a gold medal in the coxed eights at the 2000 Summer Olympics in Sydney, as a member of the British rowing team. He remains a corner stone of our company.

Elvir Munjakovic - Sales Director

A former B2B Director of Croatia's largest tour operator and a recent MBA graduate, Elvir is the latest addition to the Sail Croatia management team. Born in Germany, Elvir was once a member of the Eintracht Frankfurt youth football team. After catching the sailing bug, Elvir has now settled in Split with his wife and 4 year old twins.

PRICES AND BOOKING INFORMATION

Prices include: (10% VAT included)

End Cleaning, Outboard engine, Dinghy, Bed linen, Towels – standard size, Galley equipment (Cutlery)

Additional Extras (23% VAT included)

Optional non refundable insurance 100 - 300 €

Spinnaker, Gennaker (per week): 32'-49' - 200 €, 54' - 250 € (250 € deposit for 54' only)

Skipper, Chef, Hostess (per week – food extra) - 950 €

One way Kastela – Dubrovnik - 300 €

Snorkeling equipment (per person / per week) - 10 €

Additional equipment and services: provisioning, transfer, windsurf, diving equipment for hire.

Bespoke requirements catered for, on request.

Note: final cleaning if pet onboard 100 € (per booking) (23% VAT included)

How to book?

Please contact our team: Jelena Jakus +385 21 494 885, Danijela Parat +385 21 494 893, Matilda Vidic +385 21 494 888 or e-mail info@sailcroatia.net with your preferred dates, yacht, crew and additional holiday specification and we will provide you with the most suitable quotation and help advise you on the most appropriate options.



Security deposit

The security deposit is a refundable deposit paid prior to embarkation which can either be made in cash or credit card. Should there be no damage or loss of the yacht's equipment then we will return the full amount. During regattas the deposit is twice the normal amount. Please ask for further information on regatta charters, or security deposit insurance.

Note

Charters usually begin on Saturday at 17:00h (check-in) and end the following Saturday at 08:30h (check-out), unless otherwise agreed. We advise our guests to return to the base marina the night before check-out to avoid the risk of late check-out problems and penalties.

Payment terms

Payment of 50% should be made within eight days of the reservation date with the final balance due 45 days prior to departure. Price listed are Gross prices and include VAT. Prices are valid from 01.10.2010.

Cancellations

Cancellations must be made in writing, by the signatory who booked the holiday, together with the return of any travel documents.

If the cancellation is made more than 45 days before the departure date, the Company reserves the right to keep the 50% of the total amount, and if the cancellation is made within 45 days before the departure date, the Company reserves the right to make no refund of the total amount.

