



**INSTANT EXPERT**

a travel professional's guide to South America

Abercrombie & Kent



# Abercrombie & Kent

## SOUTH AMERICA

### WELCOME

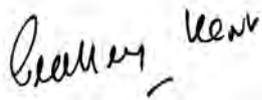
Travelling through South America is like exploring a whole new world, rich with natural and cultural treasures just waiting to be discovered. The possibilities are endless; hiking in Patagonia, photographing jaguars in the Pantanal, or exploring Moon Valley on a unique A&K glamping experience.

A&K's expert guides will help your clients discover the secrets of the Incas in Machu Picchu, as well as introduce them to their descendants still living in the Sacred Valley. I promise they will leave with a deep connection to this undiscovered corner of the world.

I think of South America as the new Africa, with pristine natural environments waiting to be explored on both land and water safaris, as well as welcoming people who are preserving their cultural traditions in the face of a changing world.

A&K was the first luxury international travel company to open a network of offices in South America. We are the leaders in luxury travel throughout the region, with our own offices in Buenos Aires, Rio de Janeiro, Santiago, Quito, Lima and Cusco. Our experts – more than 200 – are dedicated to helping your clients realize their travel dreams in comfort and in style.

We design truly enjoyable, hassle-free, multi-country tours with seamless service from arrival to departure. A&K signature services include Guardian Angels in the Galapagos Islands and Cusco, as well as Concierge Rail Service to make train travel effortless. Let us help you introduce the wonders of South America to your clients, with luxury accommodations and experiences that go beyond their expectations.



Geoffrey Kent  
Founder & Executive Chairman



### Abercrombie & Kent South America Services

The teams across the continent present a full range of tailor-made services to suit every guest. From adventure and active travel to cultural tours and special interest and lecturers, we can guarantee the highest levels of satisfaction throughout South America. It is our creativity and commitment to providing only the best that quickly established A&K, the first global tour operator in South America, as the number one choice in the region.

- Experts at handling individuals, groups, incentives, special interest and active programmes.
- Domestic and Regional services.
- Net or commissionable rates - you choose!
- Exclusive shore excursions or pre and post experiences for Cruise guests.

- Other South American countries are a choice, when combining with one of our main five destinations.
- Best rates, conditions and amenities at top hotels.
- Welcome packs with restaurant guides, important information, postcards and 24/7 contact information.
- A&K representatives can meet your clients upon arrival at selected airports in South America, and guide them through customs and immigration.
- A distinctive 'Guardian Angel Service' in the Galapagos Islands and Cusco, means an A&K employee is assigned to personally look after each and every aspect of a guest's visit.
- More efficient booking process and a faster turnaround time for your clients.
- A&K supports philanthropic causes, which can be visited for a greater focus on 'Meaningful Travel'.



Mario Muzzio  
Regional Managing Director  
A&K South America

Mario was born and raised in Buenos Aires and has already enjoyed over 25 years in the fascinating travel industry. This, combined with his passion, energy and proactivity have allowed him to fulfill and exceeded expectations in his regional roles. With his expertise and strategic vision, Mario is ensuring the continuation of the company's leading position in the luxury travel industry.  
[mmuzzio@abercrombiekent.com.ar](mailto:mmuzzio@abercrombiekent.com.ar)



Dalia Gibu  
Regional Sales Director  
A&K South America

Dalia has two Masters Degrees -one from the University of Alicante- and seventeen years of experience in the fascinating field of tourism, including working in Mexico, as a wedding planner, for a fivestar resort and later as Sales Manager for top luxury lodges and Amazon boats in Peru. She is an adventurous traveller who brings great energy, vision and knowledge to our A&K team.  
[dgibu@abercrombiekent.com.pe](mailto:dgibu@abercrombiekent.com.pe)

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## ARGENTINA



## Abercrombie & Kent Argentina

A country with diverse climate and topography, Argentina is the 8th largest country in the world and approximately one third the size of Europe. From Iguazu Falls, in the north, through cosmopolitan Buenos Aires, to magnificent Patagonia in the South, the Land of the Gaucho offers much to excite the interest of any visitor.

Buenos Aires is the place to find the world's best polo players in action. Our polo experience gives the opportunity to spend the day at a polo farm, learning about the sport's history, rules and the ponies' breeding and training programs. Guests have the chance to take a two-hour class, with bilingual polo instructors, suitable for both beginners and advanced players. After running off some energy, a homemade Argentine lunch is served up, under the shade of the trees, surrounded by beautiful views.



### BUENOS AIRES

Buenos Aires is a sophisticated city with friendly people and a European level of infrastructure offering something for everyone. A minimum of 3 days, with touring, Tango, and a day at leisure for shopping is recommended, however we also advise taking an extra day to visit Argentina's close neighbor, Uruguay where you will be able to visit some of the quaint places that compose this lovely culture.

### USHUAIA AND TIERRA DE FUEGO

The world's southernmost city, and a perfect base for explorations in pristine national parks, crystalline lakes and astounding fjord landscapes. It is also an embarkation port for Antarctica.

### IGUAZU FALLS

Right on the Argentinean/Brazilian/Paraguayan border, the falls alone comprise a wide gorge with 275 separate waterfalls dropping some 240 feet. The thunderous roar of crashing water and multi-coloured mist rising above the falls, make for an unforgettable visit.

### MENDOZA-WINE REGION

The climate and soil here have made the vineyards famous, for which Mendoza wine is cherished across the country and exported throughout the world; and it is, as well, a gateway to Chile over the mighty Andes. San Carlos de Bariloche-The Lake District  
A two hour flight South-West of Buenos Aires, with a beautiful overview of the Andes spreading into a mountainous lake area of gorgeous scenic contrasts. Skiing (in winter), golf, trekking or fly-fishing, are popular activities in this area.

### SALTA & THE NORTHWEST

The Argentine northwest is best known for its contrast of colors and its unique geography that ranges from the mountain desert to the subtropical forest. There are a number of beautiful valleys and rivers here, with a plethora of exhilarating activities such as rafting, biking or trekking with llamas, to mention just a few. This beautiful region offers the opportunity of a close encounter with nature and Andean culture and it is the birthplace of Torrontés, the emblematic Argentine white wine.

### EL CALAFATE & EL CHALTEN

The Andes mountain range creeps gradually closer as it approaches the Magellan Strait, and Patagonia becomes a spectacle of towering mountains, foaming rivers, growing glaciers and creeks. There is nothing more exciting than nature seen in this wild country.

### PENINSULA VALDES

Probably the world's best marine viewing site, with sea elephants, sea lions, whales, orcas, penguins and beautiful bird life regularly seen.

### SPORTS AND ADVENTURE

When seeking an adventurous trip, Argentina has a lot to offer: horseback riding, mountain biking, hiking, rafting, fishing, bird-watching, ranch farming and a variety of exclusive sports such as tennis, polo & golf.

### SHOPPING

Buenos Aires is one of the most attractive cities for shopping, well known for its leather goods, local jewels and recognized Argentine designers.

### BEST TIME TO GO

High season is October to March. However the Northwest, Iguazu, Mendoza or Buenos Aires can be visited all year round. In contrast, skiing in Bariloche or whale-watching in Peninsula Valdes are only available between August and November.

### REMEMBER

Visas- American, Australian, Mexican and most Western European citizens do not require visas. However, a reciprocity fee will be charged upon arrival to the citizens of Canada (US\$75).

\*Subject to change.

Health Requirements- None



Verónica Curtis  
Country Manager  
A&K Argentina

Verónica was responsible for the original A&K startup in Argentina back in 2005. As part of a team of three, she led from an operations, administrative and HR recruiting perspective. Since then, she has significantly grown the team, helping to make it one of the most important DMCs in the country. Verónica is a natural leader, great at organizing, coordinating and teaching her team to a high standard.  
vcurtis@abercrombiekent.com.ar

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## BRAZIL



## Abercrombie & Kent Brazil

Right in the heart of South America, and embraced by wetlands, lush Amazonian jungles, exotic beaches, historic sites and iconic monuments, lies South America's largest country, Brazil.

In true A&K fashion, we have been able to transform the characteristic Brazilian sensations of joy, colors and comfort into astonishing travel experiences! We have combined the unique flavors of Brazil with five-star accommodation, the best and safest transportation available and unique activities to create everlasting memories.

### RIO DE JANEIRO

Once the capital of the State of Brazil, the Kingdom of Portugal, the Brazilian Empire and the Republic of Brazil, Rio is a destination that puts on the table history, sophistication and exclusive activities, with the contrast of blue seas and the dense tropical jungle. A visit to Rio is not only nor always just about nature. It is also a trip back in time to one of yesterday's main access points to South America, and one today's most sophisticated cities of the continent.

### SALVADOR DA BAHIA

Founded in 1549, it was Brazil's first capital, and currently the third largest city. This UNESCO heritage site is noted for its cuisine, music and architecture, a result of a quaint combination of European, African and South American traditions.

### IGUASSU

Not just the point where three nations converge, Iguassu is the keeper of the traditions of the local indigenous cultures. The falls boast incredible views, thrilling activities, and the sensation of actually feeling the power of nature, through the strength of the falling water, the dense jungle and the flowing rivers.

### PANTANAL

The world's largest tropical wetland. It is so large that knows no borders and extends 75290 mi<sup>2</sup> through three countries; a true wonder of Mother Nature!

**North Pantanal-** Can be reached via Cuiabá, which makes it easily accessible. As it sits higher than South Pantanal, and the nearby mountain ranges burst through the water. The North Pantanal is home to the transpantanal road which leads south into the flooded Pantanal basin and offers a wide range of wildlife view opportunities, in private protected areas. At the furthest point of the road guests will be rewarded with The Pantanal's most spectacular wildlife experience, spotting the elusive jaguar in the wild!

**South Pantanal-** Offers a more intense natural experience, thanks to the wide array of wildlife that can be seen here. Some of the species that call this place home are: parrots, toucans, macaws, caimans, howler monkeys or giant otters, just to mention a few. South Pantanal floods more than the north. This causes an increase of aquatic vegetation, which consequently means more animals to see!

### MANAUS

Capital of the state of Amazonas and the gateway to the Brazilian Amazon Rainforest, Manaus offers versatility, comfort and sophistication. From thrilling tree-climbing adventures, to relaxing jungle-river beaches or a visit to the luxurious Amazonian Theatre, this city offers a memorable stay.

### SPORTS AND ADVENTURE

For those seeking a more active experience, Brazil has a lot to offer: the array of choices ranges from trekking in the Brazilian tablelands, cave diving in Bonito's bottomless caves, kite surfing along the northeastern coast, mountain biking through colonial towns, water safaris in pristine Pantanal to helicopter rides to enjoy the colors of Brazil from an entirely different perspective!

### SHOPPING

As one of the largest producers of gemstones, shopping for jewelry is an exciting experience here. Otherwise look out for coffee, handicrafts, ceramics, chocolate or one of Brazil's emblematic hammocks.

### BEST TIME TO GO

Although high season is from December to March, keeping in mind how large Brazil is, we consider it a destination that can be visited all year round.

### REMEMBER

**Visas-** American, Canadian and Australian citizens need a visa for Brazil. However, we suggest you check with your embassy for more information.

**Health Requirements-** A yellow fever certificate is required for specific cases.

Let us welcome your guests onboard a luxurious yacht and sail them through the mythical Amazonia as they indulge in a private cooking experience. They will discover local flavors and special culinary techniques as they join a distinguished Brazilian chef in preparing a sumptuous meal. Unlike most other cooking classes, this classroom will sail along the waters of the Amazon and Rio Negro rivers, providing mesmerizing views full of color and surprise whilst the local fauna supplies the soundtrack.



Mikael Castro  
Country Manager  
A&K Brazil

3 citizenships, 4 languages and 75 countries visited make Mikael a true world citizen. With a Masters Degree from George Washington University, and over 10 years of experience in the field, Mikael brings a great deal of knowledge, fresh ideas and different visions of global tourism into the A&K team, many of them focused on Sustainable Destination Management, which is his specialty.  
mcastro@abercrombiekent.com.br

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## CHILE

## Abercrombie & Kent Chile

Known as the Land of Fire and Ice, for its fiery deserts, active volcanoes and icy glaciers, Chile is a country of contrasts, and natural beauty. With a length of 2,700 miles and an average width of only 120 miles, Chile offers geographical and cultural diversity from the modern, cosmopolitan nature of its capital city to the rich traditions of its indigenous cultures.

### SANTIAGO

Santiago lies close to vineyards, ski resorts and the coast. It offers the amenities and excitement of modern metropolis, and one Latin America's most accomplished infrastructures.

### THE ATACAMA DESERT

The driest desert in the world, offering clear night skies, amazing scenery, numerous activities and year round good weather, as well as many archaeological and geological interests.

### EASTER ISLAND

A stunning, open-air museum, home to the Moais and impressive ahus. The sub-tropical climate, clear waters, and local hospitality, are further ingredients for an unforgettable experience.

### THE LAKE DISTRICT

Home to snow-capped volcanoes, crystalline rivers and rapids, native rainforest, rolling valleys, and mirroring lakes. It is a genuine natural playground and a paradise for soft adventure and nature lovers, with some of the world's finest fly-fishing waters, and breathtaking backdrops.

### THE ISLAND OF CHILOE

Rolling bright green hills are occasionally interrupted by beautiful wooden churches that are scattered all over the island. Enjoy fresh oysters at Caulin or meet the locals and take in their lifestyle and customs! While here, the isle of Puniuil is an option. This is the only place in Chile where breeding Humboldt and Magellan penguins are found. It can be accessed by sea or by air with flights to and from Puerto Montt. Chiloe is an authentic off-the-beaten path destination.



### PATAGONIA

An authentic untamed destination- near the southern tip of the globe, with its vast expanses of pampas, impressive mountains and sheer, rugged beauty, this is the perfect setting for journeys of discovery and adventure. The Torres del Paine National Park and Cape Horn are the main attractions.

### SPORTS AND ADVENTURE

From trekking in the Andes to horse-back riding across the Patagonic Pampas, fly-fishing in the purest of rivers to skiing with a view of the Pacific Ocean, Chile is an adventurer's paradise. For birdwatchers there are more than 460 species, and Chile also boasts a list of fine golf courses.

### SHOPPING

Chile is one of the 2 countries in the world where lapis lazuli is mined, providing breathtakingly unique jewelry and handicrafts for visitors. Other typical souvenirs include hand-made woolen goods from the south, hand carvings from Easter Island and, of course, worldly renowned wine.

### BEST TIME TO GO

While peak season is from November to March, Chile is blessed with a climate that makes it a year-round destination. Discover Patagonia or The Lakes in shoulder season, or combine the sublime beauty of Atacama in winter, with skiing in the Central Valley for a truly breath-taking contrast.

### REMEMBER

Visas- American, Canadian, Australian and most Western European citizens do not require visas. However, a reciprocity fee will be charged upon arrival to the citizens of Australia (US\$117\*) and Mexico (US\$23\*).\*Subject to change.

Health Requirements- None

Be prepared for the unexpected and be wowed by a special evening under the stars.

In this exclusive expedition, exclusive to A&K, we will take you into the middle of the mighty Atacama where you will dine alfresco to the sounds of a crackling fire, but this is definitely more glamping style than camp-fire cowboy. You will find yourself fine Chilean wine in hand with some lip-smacking food created by the Alto Atacama team filling your stomachs - then time to curl up in soft blankets and watch the twinkling star filled sky. This will certainly be a night to remember! The stars here are renowned for their beauty, and number! With a personal guide to help you decipher your 'supernovae' from your 'white dwarfs' and a whole evening to make a year full of wishes under shooting stars, you may find you're too excited to sleep!



Brigitte Lämmle  
Country Manager  
A&K Chile

Brigitte was born in Germany and started her outstanding travel career in 2001. And now, with over 15 years of experience in the field, which includes working for local and luxury DMCs, Brigitte has come to A&K, bringing with her a deep passion for travel and for Chile in particular. She fell in love with this charming country and has a desire to share her feelings with the world!  
blammle@abercrombiekent.cl

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## ECUADOR



## Abercrombie & Kent Ecuador

From pearly beaches on the Pacific to magical rain forests in the Amazon; from snow-capped mountains and volcanoes to quaint Colonial villages; and from sophisticated cities to the wondrously unique wildlife of the Galapagos Islands, Ecuador is the perfect setting for a truly unforgettable vacation.

### QUITO AND THE SURROUNDING AREAS

The former northern capital of the Inca Empire and a centre for European expansion, Quito's architecture and cultural mix made it the first UNESCO Site. Enjoy its churches and old colonial city, or visit the Equator - only a 30-minute-drive away.

### NORTH HIGHLANDS

Otavalo Indians are known for their outdoor markets, where ponchos, embroidered blouses, ceramics and tapestries can be purchased. Another advantage here is the possibility of visiting or staying at dreamy haciendas, where nature perfectly blends with comfort and relaxation.

### AMAZONIA

The most biodiverse place on earth! The Ecuadorian Amazonia combines a great variety of bright and vibrant flora and fauna, including macaws, caimans,

anacondas, giant otters, monkeys and jaguars, making it a true paradise for bird watchers and nature lovers in general.

### THE AVENUE OF VOLCANOES

South of Quito is the Avenue of Volcanoes, where mounts Antisana, Tungurahua, Chimborazo, Sangay and Cotopaxi sit imposingly. This last one dominates the landscape of the National Park of the same name, where llamas graze and high elevation bird species, including the Andean Condor, can be seen.

### CUENCA

A World Heritage Site, Cuenca is also the birthplace of fine jewelry and the famous Panama hat. However, one thing that makes this city so special is its fantastic location, allowing visitors to explore artistic, cultural and natural wonders! Here, you have the possibility of combining a visit to the pre-Inca ruins of Ingapirca, staying in the city to enjoy the precious colonial architecture or opening the door to El Cajas wetland, a fantasy world where the bright-green mountains, paper-like-bark trees and mirrored lagoons make you feel as if you have journeyed to a new world.

### GALAPAGOS ISLANDS

This Archipelago, product of undersea volcanic activity 6 million years ago, comprises 19 islands, and scores of islets, protected as one large National Park. In 1835 Naturalist, Charles Darwin visited this "living

laboratory" which inspired his Theory of Evolution. Many animals on the Galapagos have developed into endemic species, which never experienced humans as predators, thereby, they show no fear towards us. Some activities include hikes, and snorkeling and, amongst the plethora of wildlife, you will share with sea lions, albatross, marine and land iguanas, giant tortoises and blue footed boobies, to name a few.

### SPORTS AND ADVENTURE

Ecuador's climate allows year-round trekking, hiking, mountain biking, rafting, kayaking and horseback riding in remote and unspoiled settings.

### SHOPPING

Best buys include ponchos, hand-knitted and embroidered clothing, hand-woven rugs and tapestries, Panama hats (an originally Ecuadorian handicraft), ceramics, art, leather and woodcarvings.

### BEST TIME TO GO

This is a year-round destination. However we advise to visit Galapagos between December and May, and Mainland Ecuador from June to October.

### REMEMBER

Visas- American, Canadian, Chinese, and most European citizens are automatically issued a visa upon arrival. However, we do suggest you check with your embassy for more accurate information.

Health Requirements- We recommend discussing inoculations with your doctor. Although the Yellow Fever vaccination is not mandatory it is recommended if you visit the Amazon. Travellers with heart conditions or high blood pressure should check with their physicians about high-altitude travel.



Margarita Sánchez  
Country Manager  
A&K Ecuador

Margarita has over 17 years of experience in the Ecuadorian Tourism Industry. She began her career as a tour guide, before moving into office operations around 10 years ago. As a French, English and, of course, Spanish speaking professional, Margarita has brought great experience and expertise to the Quito office, and manages our team of dedicated operational staff, drivers and guides.  
[mcsanchez@abercrombiekent.com.ec](mailto:mcsanchez@abercrombiekent.com.ec)

Helados de Paila is a singular technique for making ice cream. It consists of placing a bronze pan on a large amount of ice, pouring fruit juice in the pan and spinning it, until the fruit juice turns into a tasty and creamy fruit ice cream. Guests of course will have a chance to spin the pan themselves, and learn how this technique was created. They are unlikely to have seen ice cream being made in this way and so it is a great way for them to have a bite of Ecuadorian tradition before having a bite of Ecuadorian dessert.



# Abercrombie & Kent

## PERU

## Abercrombie & Kent Peru

The Land of the Incas offers amazing archaeological and natural sites, such as: Machu Picchu, the Kuelap fortress, the mighty Andes and the unexplored Amazon, which combined with museums, historic buildings, awarded restaurants, archaeological sites and friendly hospitality, will make for a simply unforgettable Peru experience.

### LIMA

Considered the capital of gastronomy of the Americas and, combined with its mixture of old-world grandeur, and new world hustle, it becomes a treasure that no guest wants to miss out. Lima's museums, historic buildings, awarded restaurants, archaeological sites and cultural interests confirm why it's a world top destination.

### CUSCO, THE SACRED VALLEY & MACHU PICCHU

Cusco, the former Inca Capital, is packed with historical and archaeological wonders, interwoven with 500-year-old European churches. It is also the gateway to the Lost City of Machu Picchu, via the famous Sacred Valley of the Incas, an archaeological and activity centre. We recommend a minimum of 4 to 5 days to explore the area.

### AREQUIPA

Known as "The White City", due to the white volcanic rock that abounds in the area. This beautiful colonial metropolis is also the gateway to the Colca Canyon one of the best places to spot Condors overflying one of the world's deepest canyons.

### PUNO & TITICACA

Puno is located in eastern Peru, close to the Bolivian border, on the shores of Lake Titicaca, the highest navigable lake in the world. The lake is best known for its floating-reed Uros islands, and isolated populations, which are of great cultural interest.

### SOUTHERN COAST, PARACAS, ICA & NAZCA

A mixture of marine wildlife (Paracas), agriculture and pre-Inca culture (Ica), and archaeological wonders (Nazca Lines), are all within easy reach of Lima by vehicle.



### AMAZONIA

This biologically diverse region is also home to more plant and animal species than any other area in the tropics. In the Peruvian Amazon alone there are 1700 species of birds, including macaws, as well as 13 species of monkeys and countless species of flora.

**Iquitos**- Iquitos and the north Amazon, offer great accommodation and impressive luxury river cruises. **Puerto Maldonado**- In Manu, and the south Amazon, guests can experience the best wildlife adventures.

### NORTH PERU

One of the most under-estimated regions is the North of Peru. However, among the many fascinating archaeological sites that can be found here, is the Lord of Sipan - the answer of the Americas to Egypt's King Tut- and the impressive Kuelap preinca fortress.

### SPORTS AND ADVENTURE

Peru offers an ideal base for active holidaymakers. Try both trekking and climbing (there are 29 peaks over 16,000 feet in the Cordillera Blanca National Park).

### SHOPPING

Jewelry! Peru is Latin America's top gold producer, and the world's second largest producer of silver.

### BEST TIME TO GO

High Season is April to September, due to better climatic conditions in the Andes. However many prefer October and March, enjoying Lima's spring, and less crowded archaeological sites.

### REMEMBER

**Visas**- American, Canadian, Chinese, and most European citizens are automatically issued a visa upon arrival. However, we do suggest you check with your embassy for more accurate information.

**Health Requirements**- There is no mandatory health requirements for Peru. However a Yellow Fever certificate is recommended if visiting certain jungle areas. Tetanus, Polio, and Hepatitis A are usually advised. Clients with heart conditions should consult their physician before traveling, due to the altitudes involved in several key Peruvian sights.

Interact with a local community in the Sacred Valley, located close to the keepers of the Inca legacy, the town of Chinchero.

This activity provides an excellent opportunity to learn about the daily activities of the native indigenous communities that make of the mighty Andes their home.

On this particular visit, guests will be able to learn about local gastronomy, medicinal plants, farm activities, adobe-brick making, weaving techniques and much more depending on the season of the year.



Rodrigo Custodio  
Country Manager  
A&K Peru

Rodrigo joined A&K backed on an outstanding 25-year career dedicated to inbound tourism. He has worked in the field of adventure and nature expeditions. With extensive knowledge of Peru's lesser visited regions, passion for conservation and constant desire to develop new opportunities, he provides cutting edge ideas for any itineraries in this extraordinary country.  
rcustodio@abercrombiekent.com.pe

# Abercrombie & Kent

## SOUTH AMERICA

### A&K SOUTH AMERICA

A&K arrived to South America in March 2000, along with the company's 33rd ground operation anniversary in Lima and Cusco. Some 18 months later, A&K Chile opened its doors for business in Santiago. Since then our presence has been extended to Ecuador, Argentina and Brazil, with the opening of offices in Quito (2004), Buenos Aires (2005) and Rio de Janeiro (2016). Our multi-office presence means that we are able to provide swift, efficient, and competitive service throughout the region, with a single point of contact throughout an itinerary, as well as a uniform standard of operations, to make everything as easy as possible, from reservation to letter of commendation.

Our wide range of services cover the following areas, with a separate team of expert staff dedicated to each of them.

- FIT Travel
- Tour Series and Ad-Hoc Groups
- Incentive Travel
- Special Interest Groups
- Conferences and Events
- Services for Cruise Ships



### Abercrombie & Kent offices in South America

#### Abercrombie & Kent Argentina

Tel +54 11 5238 9841 info@abercrombiekent.com.ar

#### Abercrombie & Kent Brazil

Tel +55 21 3648 3608 info@abercrombiekent.com.br

#### Abercrombie & Kent Chile

Tel +56 2 2334 5087 info@abercrombiekent.cl

#### Abercrombie & Kent Ecuador

Tel +593 2 450 7750 info@abercrombiekent.com.ec

#### Abercrombie & Kent Peru

Tel +51 1 201 9500 info@abercrombiekent.com.pe

#### Abercrombie & Kent Australia

Tel +61 (0) 3 9536 1800

#### Abercrombie & Kent UK

Tel +44 (0) 1242 547700

#### Abercrombie & Kent USA

Tel +1 (630) 725 3400