

A&K GUIDE

HOW TO SELL ANTARCTICA AND THE ARCTIC

Conquer the wild, white frontier with A&K



Abercrombie & Kent

Speak to a Luxury Expedition Cruise specialist today
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EXPERIENCE THE ULTIMATE IN LUXURY TRAVEL IN THE POLAR EXTREMES



GUESTS IN A ZODIAC BOAT VIEWING SEALS WITH *LE BOREAL* IN THE BACKGROUND

WHY A&K?

The polar landscapes of Antarctica and the Arctic are extreme environments. When it comes to expeditions here, it's vital that travellers are in the safest and most expert hands. That's what A&K guarantees. Our teams have extensive experience and heritage of these areas, meaning your clients enjoy the very best support, knowledge and insight – as well as safety. We have hand-picked the best people to lead our polar expeditions and this expert team has been running our trips since 1991. That's over 300 trips to date. We know the best places to visit – from the classic, must-see highlights on travel itineraries to the less-visited locations like the US Palmer Station. Just as importantly, our experience and knowledge mean we understand why we all must protect and preserve these fragile landscapes.

TRUE LUXURY

Our attention to detail ensures the luxury levels your clients expect with A&K, including:

- Guaranteed private balcony with every accommodation and stylish and elegant design.
- Complimentary butler service with every suite category, exclusively on A&K charters.
- All-inclusive cruising – lectures, events and excursions with our award-winning team.
- No hidden extras: from tips to complimentary wifi and laundry.

OUR SHIPS

Preparation and equipment are vital on polar expeditions. We only use the highest rating or accreditation of everything we need to ensure your client's safety and enjoyment:

- Ice-class ratings on both *Le Lyrial* and *Le Boreal* allow us to safely navigate frozen polar regions.
- State-of-the-art stabilisation systems, controlled by Rolls-Royce technology, offer one of the most comfortable cruise experiences.
- We have the latest communication, navigation, and safety equipment including the Global Maritime Distress and Safety System (GMDSS) and a satellite weather system that receives real-time images of cruising conditions to ensure safety.
- Exclusively chartered for A&K, our vessels are built to sleep 264, but we guarantee to only take a maximum of 199. This ensures more space and premium accommodation for every guest.
- Responsible cruising – we are clean-ship certified with both our vessels exceeding all environmental protocols including energy-efficient engines, fuel-efficient motors fitted to all Zodiacs, and a computerised dynamic positioning system to reduce the need to drop anchor.



WILDLIFE WATCHING

A&K FAVOURITES

Le Lyrial is a sophisticated and stylish vessel, complete with innovative marine and eco-friendly technology as well as the most comfortable accommodation of any polar expedition ship. The limit of 199 A&K guests ensures more shore excursions and cabins with private balconies are available. It also means more availability at the fitness centre, hairdresser, spa (with a hammam) and in the outside heated saltwater pool. There is a 24-hour medical service in case of need but hopefully your clients will be spending more of their time in the panoramic lounge and terrace, soaking up the views.

Le Boreal operates in the Arctic only and again is a sophisticated ship, complete with innovative marine technologies. A&K guests enjoy the full use of the on-board amenities such as the outside heated pool, two restaurants, fitness centre and full-service salon and spa, as well as an open bar (excluding premium wines and spirits). There is also a 24-hour medical service on board just in case.

IN THE COMPANY OF EXPERTS

Your clients will benefit from our incredible expedition team, a hand-picked group of experts who represent the pinnacle of their fields. With skills ranging from climate ecology lecturing to photography coaching, and in-depth knowledge on marine mammals and polar history, our guides will inform your clients via lectures, guided tours and informal instruction. They have been breathing these cool airs for decades. There's no better way to explore this landscape than in the company of these passionate people.

NOT JUST EXPEDITIONS

Private charter

We offer private charter boats from 12 berths up to 50. We can tailor-make a trip to individual requirements like a private submersible to take your clients under the water and glaciers, or water sports and helicopter pads.

Third party

We work with other expedition companies to ensure we match all requirements and every budget.

Antarctica for a day

Departing from Cape Town or Chile, visiting Antarctica is an unforgettable experience. Your clients can experience the coldest, highest, windiest, driest and less populated continent for a day. After landing on King George Island, guests will tour the Villa Las Estrellas, Orthodox Russian Church, Ardley Island and its penguin colonies and the Collins glacier. Overnight, guests stay at the Ice Camp on Collins glacier, in thermic tents, before a morning walk to the *Elefanteras* (sea elephant colony) in the Drake Passage Area.

Whichaway Camp

A unique experience in an unparalleled location. With only 12 guests able to stay here at any one time, it is the ideal base for an eco-friendly Antarctic adventure. Life here in the camp's six sleeping pods is cosy and intimate. That's how life at one of the world's extremities should be – as well as exceptional and convivial – and warm.

Polar cruises with A&K in 2019 and 2020

2019 Luxury Expedition Cruises

<i>Cruise</i>	<i>Description</i>	<i>Departure date</i>	<i>Nights</i>	<i>Price from</i>
Arctic Cruise Adventure	Immerse yourself in some of the wildest and most culturally rich regions of Norway, Greenland and Iceland on this superb Arctic cruise holiday	15 July	14	£11,890pp
Arctic Northwest Passage	Discover the enthralling cultures and landscapes of the Arctic as you follow in the footsteps of the great polar explorers whose epic voyages first charted this elusive route	26 August	14	£25,350pp
Classic Antarctica	Cruise in style and comfort through the Drake Passage in the company of award-winning experts including leading scientists and professional photographers	7 December	12	£10,685pp
Antarctica, Falklands & South Georgia	A child-friendly expedition, with kids' co-ordinator and Christmas celebrations on-board. Reduced pricing for children	17 December	19	£15,300pp

2020 Luxury Expedition Cruises

<i>Cruise</i>	<i>Description</i>	<i>Departure date</i>	<i>Nights</i>	<i>Price from</i>
Antarctica, Falklands & South Georgia	Follow in the footsteps of Sir Ernest Shackleton, with excursions to incredible wildlife-watching destinations and many other entertaining and enriching experiences	1 January	19	£16,070pp
Palmer's bicentennial expedition	Cruise on a once-in-a-lifetime trip, commemorating the 200th anniversary of the discovery of Antarctica	16 January	14	£13,381pp



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