

A&K GUIDE

HOW TO SELL ECUADOR & THE GALÁPAGOS

*Small but mighty: Ecuador is a year-round
destination full of natural wonders*



Abercrombie & Kent

Speak to our Latin America specialists today

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No matter what your client is asking for, Ecuador has the answer



QUITO, ECUADOR

COAST & WILDLIFE

Spoilt for choice With a coastal area divided into five provinces, clients looking for sun, sea and sand will be spoilt for choice

Sea & city Send them to Guayaquil. It's Ecuador's main harbour, but it's also full of culture and tradition set among a new infrastructure

Must-see Galápagos With a local expert guide appointed to your client from arrival, we'll make sure they don't miss a thing

Stay Hotel del Parque – a historic building located within Parque Histórico

Stay Las Tanusas – a boutique hotel located on a secluded beach on the Pacific coast

LAND & SEA

Stay Pikaia Lodge, Santa Cruz Island – a totally eco-friendly hotel that maintains the highest quality of accommodation

Stay Finch Bay, Santa Cruz Island – the perfect alternative for exploring the Galápagos if boats aren't your client's thing. This is the only beachfront hotel on Santa Cruz

Stay M/C *Ocean Spray* – this catamaran is one of the newest vessels in the Galápagos, offering the best in performance and comfort

Stay M/V *Origin* – each cabin aboard this catamaran offers panoramic views to ensure your clients don't miss a second of this otherworldly landscape

LANDSCAPE & ADVENTURE

Short for time If your client wants to pack in as much as possible, book them a train ticket. Millions have recently been spent on restoring Ecuador's historic railways

Stay in the cloud forest Mashpi Lodge – staying here is the ultimate rainforest experience, with a difference. All the luxuries of a city property, inside; outside, the beautiful Choco-Darien cloud forest

Active Journey to the "Avenue of Volcanoes" where clients can go trekking, horseback riding and climbing among the iconic Andean mountains

Stay Hacienda Zuleta, Otavalo – a classic Ecuadorian hacienda, set in a large estate. Within the beautiful surrounds, this hotel offers a wide range of activities



COTOPAXI VOLCANO, ECUADOR



MASHPI LODGE, ECUADOR



BARTOLOMÉ ISLAND, GALÁPAGOS



BLUE-FOOTED BOOBIES, GALÁPAGOS

CITIES & CULTURE

Into art Book a visit to the home and studio of contemporary artist Oswaldo Viteri for your clients. Viteri can personally guide them around his extraordinary collection

Into food Your clients can discover Quito's Botanical Gardens' edible delights at a honey tasting

Hands on Clients can watch the process of making *toquilla* straw hats (aka panama hats – a misnomer) during a visit to the Homero Ortega hat factory

Stay Casa Gangotena, Quito – a restored mansion, formerly owned by an aristocratic Ecuadorian family. It's one of the finest hotels on the continent

Stay Villa Colonna – a small but charming hotel with possibly the best view over the city

GALÁPAGOS ISLANDS – *What to see where & when*

<i>When</i>	<i>What</i>	<i>Where</i>
January	Land birds nesting Marine iguanas start showing their bright colours Sea turtles laying eggs	Española Island
February	Greater flamingos nesting Bahama pintail ducks breeding Marine iguanas nesting	Floreana Island Santa Cruz
March	Marine iguanas nesting Waved albatross arriving Penguins performing water acrobatics	Fernandina Española Island Isabela Island
April	Waved albatross performing courtship ritual Giant tortoise hatching season ends Land iguanas hatching	Española Island Isabela Island
May	Blue-footed boobies courting Sea turtles hatching Marine iguanas hatching	North Seymour Island Gardner Bay, Punta Cormorant, Puerto Egas Santa Cruz
June	Frigate birds displaying their red pouches Southern migration birds resting while passing through	North Seymour Island
July	Sea-bird communities are very active Lava lizards mating Cetaceans can be seen	Española Island, Fernandina, Genovesa Island Isabela Island
August	Galápagos hawks courting Nazca (masked) boobies and swallow-tailed gulls nesting Giant tortoises returning to the highlands Sea lion pupping season	Española and Santiago Genovesa Island Santa Cruz
September	Galápagos penguins performing water acrobatics Sea birds can be seen Sea lions can be seen	Bartolomé Mosquera Island, Española, Rábida Island, Santiago
October	Lava herons nesting Fur seals mating Blue-footed boobies raising chicks Giant tortoise laying eggs	Española, Isabela Island
November	Sea lion pupping season Brown noddies breeding season Band-rumped storm petrels nesting	Various Galápagos islands
December	Giant tortoise hatching Green sea turtles displaying their mating behaviour	Various Galápagos islands

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