



A&K GUIDE

HOW TO SELL SOUTHEAST ASIA

Colour, culture and cuisine – Southeast Asia has it all



Abercrombie & Kent

Speak to a Southeast Asia specialist today
01242 547 815 | abercrombiekent.co.uk

Enjoyment and experiences await
in this faraway and diverse region



AN ARRAY OF STREET FOOD IN BANGKOK

THE A&K WAY

With over 30 years of experience across the whole Southeast Asia region, A&K experts offer extensive knowledge and access to little-known local gems. Our offices are in Hanoi, Danang, Ho Chi Minh, Bangkok, Yangon, Bagan, Mandalay, Nyaung Shwe, where the A&K brand is rightly renowned. It's fair to say our reputation precedes us – making all our suppliers proud to work with us.

	TO TIP OR NOT TO TIP	WE SUGGEST
Thailand, Vietnam, Laos, Myanmar	In these countries, a tip is customary, though not compulsory, for tour guides and drivers at the end of a tour. Hotel and station porters can also be tipped.	<i>Guides:</i> \$10pp per day. <i>Drivers:</i> \$5pp per day. When meals are not included in the cost of an itinerary, we suggest 10 per cent of the bill is appropriate.
Cambodia	Tipping is officially prohibited but widely practiced. As such, tipping here is a personal decision but discretion is advised.	If you decide to tip, amounts similar to those given in Thailand, Vietnam, Laos and Myanmar would be appreciated.

THAILAND

Our presence in Thailand began in the 1990s. We now have a large team of more than 40 specialists working from our main office in Bangkok. As Thailand is one of our top ten markets, it is a vital central hub for combining Southeast Asia itineraries. With a climate that suits year-round visits, all types of trip can be planned and accommodated.

How we make it special:

- Learn Muay Thai (kick boxing) with a local master at The Siam.
- Take a Bangkok sunset cycling tour.
- Get hands on at a private cooking class at Air's Thai in Chiang Mai.
- Meet the locals at the Chiang Mai Patara Elephant Day Care centre.
- See how AKP supports the region at the Chiang Mai Mushroom House.

LAOS

We know when your guests should come here – during the cooler part of the dry season, from November to February. Laos is at its very finest during this period and with 28 years' knowledge of the country, we know what we are talking about.

How we make it special:

- Speed through journey times with our access to helicopter transfers.
- Enjoy a sunrise breakfast or sunset on the Mekong river on a classical Laotian Boat.
- Take part in an evening Baci ceremony in a village house.
- Get messy on a farm with a local farming guide, picnic at Kuang Si waterfall and visit the Bear Rescue Centre.
- Marvel at the Luang Prabang Khouangsi waterfall tour.

CAMBODIA

Our office in Cambodia boasts over 30 years' experience. Avoid visits here during the monsoons of June to September and plan itineraries over the dry season of October to March. Temperatures are constant and days are warm and humid.

How we make it special:

- Enjoy a sunset champagne cocktail near Angkor Thom on a boat near the South Gate of Angkor.
- Perch on the banks of Srah Srang Baray for a private champagne breakfast.
- Control your own quad bike through the Siem Reap countryside.
- Take a birds' eye view on a helicopter tour of Angkor Wat.
- Sit back and relax as a VIP at the Phare Circus show.

VIETNAM

We've been here in Ho Chi Minh since 2014, with a team of 25 supporting our clients and ensuring this is their best holiday yet. There are three different micro-climates here, so holidays are good all year round but our expert advice on what to pack is advised.

How we make it special:

- Spend time with indigenous tribes around Sapa.
- Understand traditional medicines in Hanoi.
- Visit one of Hoi An's famous tailors and request a new outfit.
- Meet a war veteran at Cu Chi Tunnels – the Viet Cong's underground tunnel network.
- Tour the colourful markets of the Mekong Delta.

MYANMAR

We cover the ground in Myanmar with offices in Yangon, Bagan, Mandalay, Nyaung Shwe so you don't have to. Here since 1997, A&K's 25 experts advise travel to this region during the dry season, between October and May. This is when the beaches are open and the whole country is accessible.

How we make it special:

- Take to the Bagan skies with a balloon ride over the 'Golden Land'.
- Navigate past ancient illuminated temples on a romantic dinner cruise.
- Discover Shan-style cuisine by foraging for ingredients at the market before creating ten authentic dishes.
- Exert yourself on a trek to Palaung and a tea plantation.
- Meet Ma Thanegi, the former personal assistant of Daw Aung San Suu Kyi, the Nobel Prize Winner and leader of the NLD (National League for Democracy) in a unique opportunity.



HUE BEACH, VIETNAM

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