

# THE DMC COLLECTION

A CURATED COLLECTION OF  
DESTINATION SPECIALISTS IN THE EXOTICS



KARTAGENER ASSOCIATES INC.



## OUR TEAM

The KAI Sales Team is driven by a passion to explore, and immerse themselves, in the destinations in which our clients operate. These dedicated professionals take pride in sharing their knowledge & experiences with you to equip you with the tools you need to best serve your clients.



KARTAGENER ASSOCIATES INC.

"Travel is like hot sauce; once you've had it, life seems bland without it."



DAVE KARTAGENER  
PRESIDENT

"Better to see something once than hear about it a thousand times."



EVAN TRIPPEL  
SALES MANAGER

"Travel is the only thing you can buy that makes you richer."



ADAM SZYMANSKI  
ASIA SALES MANAGER

"The worst beer I ever had, was the best beer I ever had."



BRANDON APPEL  
SALES MANAGER

"Wherever you go becomes a part of you somehow." - Anita Desai



ELIZABETH PARRA  
SALES SUPPORT MANAGER

# The KAI DMC Promise

- Every DMC is exclusively trade only and will not accept bookings directly from travelers.
- Our DMCs excel at planning an entire itinerary, but are happy to handle just a portion if preferred.
- Every itinerary is customized for your clients. Nothing cookie-cutter or off the shelf.
- If our DMC operates in a country, they have offices and staff in that country.
- Breakdown pricing of proposals (details of how this is done varies with each DMC).
- 48 hour or less turnaround time (unless otherwise noted by the DMC).
- Emergency numbers available for after hours calls.
- KAI is here to help with communication, education, FAM trips, and marketing content.





# ERM

## TOURS & SAFARIS

Est. 1991

KAI Collection since 1996



*South Africa, Botswana, Namibia, Zambia, Zimbabwe, Mozambique, and the Indian Ocean Islands*

### Personalized Service Practiced

- Offices across destinations
- Dedicated ERM Travel Advisor
- Continuous on the ground presence
- Flexible Terms & Conditions
- Reservations team on call until around noon EST.
- Privately owned DMC by seasoned travel professionals who are actively involved in the day to day operations.

African Safaris by Appointment is not only the motto of ERM Tours, but the way they do business. With offices across Southern Africa, ERM is in a position to offer clients the Africa trip of their dreams. Their attention to detail and passion for creating crafted African experiences enable them to connect your guests to the spirit of this wonderful continent.

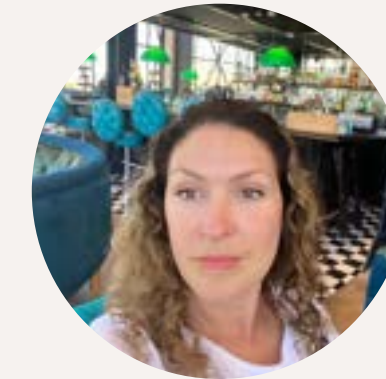
### Learn More about ERM



Hannes Boshoff  
Managing Director  
hannesb@ermtours.com



Gwen Rawlinson  
General Manager  
gwen@ermtours.co.za



Maria Kuznetsov  
Luxury Travel Advisor  
maria@ermtours.com

### Payments & Commission

#### Credit Cards

- All major credit cards are accepted. Credit card form must be filled out for payment.
- 3.5% fee added for Visa and MasterCard
- 5% fee added for American Express.

#### Wire Transfers

- Accept wire transfers. All bank fees must be paid by the travel advisor.

#### Commissions

- Commission payments are made by wire transfer



# HORNBILL

## TREKS & SAFARIS

Est. 2017  
KAI Collection since 2023

*Uganda & Rwanda*



### Personalized Service Practiced

- Family owned & operated
- Key team members based locally in the US for prompt communication & easy payment
- Specialize in tailor-made 4\* & 5\* itineraries
- Committed to giving back with every safari, through established projects focused on conservation and community

Great Travel Can Do Good!  
Hornbill Treks & Safaris is dedicated to crafting life-changing journeys while supporting local communities and preserving wildlife. Registered in both Uganda and the United States, the team at Hornbill combines local know-how with a firsthand understanding of the African travel experience from a client perspective. The experienced team excels at connecting travelers with vibrant local cultures and wildlife in an unforgettable natural setting.

### Learn More about Hornbill



Andrew Wegoye  
CEO

andrew@hornbillafricansafaris.com



Elizabeth Wegoye  
Director of Client Experience

elizabeth@hornbillafricansafaris.com

### Payments & Commission

#### Credit Cards

- All major credit cards are accepted. Payments made by secure link
- 4% processing fee
- No credit card info is stored internally

#### Wire Transfers

- Wire transfers accepted to a USD account! All bank fees must be paid by sender.

#### Commissions

- Commission payments are made by wire transfer.



# LEOPARD TOURS LIMITED

Est. 1985  
KAI Collection since 2019



## Tanzania

A powerhouse and the largest DMC in Tanzania, Leopard Tours accommodates travelers from all walks of life.

With the Signature by Leopard Tours division aimed at the luxury market, and boasting a private fleet of vehicles and accommodations, the team is capable of wowing even the most discerning clients. Large buying power keeps pricing down and allows LT to help more budget conscious clients as well, without sacrificing quality of guides, vehicles and lodges.

[Learn More about Leopard Tours](#)



**Sameer Mohammed**  
Group Operations Manager  
sameer@leopardtours.co.tz



**Sreenivas**  
Contracts Manager  
sreenivas@leopardtours.co.tz

### Personalized Service Practiced

- Family owned and operated
- 7 offices across the country including Arusha, Dar es Salaam, Ngorogoro and Zanzibar
- Excelling in 3\*, 4\* and 5\* clientele
- Signature Safari Vehicles are handmade and born of 30 years in experiencing Tanzania safaris.

### Payments & Commission

#### Credit Cards

- All major credit cards are accepted
- 5.5% bank service fee
- CC form, copy of passport & scans of credit card needed

#### Wire Transfers

- Accept wire transfers with fees borne by sender

#### Commissions

- Prefer NET rates without commission, however exceptions can be made



Est. 1997  
KAI Collection since 1998

Kenya



## Personalized Service Practiced

- Reservations team on call until around noon EST
- Privately owned by seasoned travel professionals who are actively involved in the day to day operations
- Excelling in 4\*-5\* clients

With decades of experience as a leading DMC in Kenya, home of the 'original safari', LAS puts the culture, adventure and joy of Kenya into everything they do. Staunch conservationists and adventurers, the team is incredibly knowledgeable on all things East Africa. In addition to outstanding customized FIT trips, LAS offers a range of excellent guaranteed departures. All of this is possible by owning their own fleet of vehicles and workshop for vehicle maintenance.

[Learn More about Liberty Africa Safaris](#)



Annie Corcoran  
Director  
annie.corcoran@liberty-int.com



Rose Hinga  
Operations Manager  
rose.hinga@liberty-int.com

## Payments & Commission

### Credit Cards

- Visa and MasterCard accepted with 3% fee added
- Require the credit card number, expiration date and security code.

### Wire Transfers

- Accept wire transfers with fees borne by sender

### Commissions

- Commission payments can be facilitated and remitted. The travel advisor's bank charges will be borne by the advisor and LAS will cover all Kenyan bank charges.



Est. 1994  
KAI Collection since 2019

Morocco



## Personalized Service Practiced

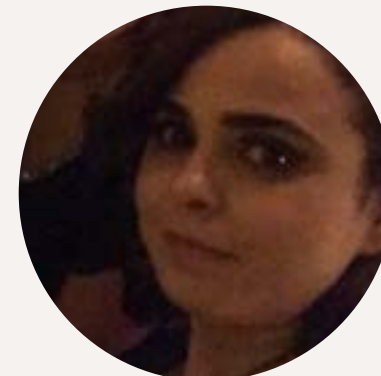
- Reservations team on call until 3pm EST
- Second generation family owned and operated DMC
- Offices in Marrakesh and Casablanca
- Excelling in 4\* and 5\* itineraries
- Strong flexibility and communication before, during and after travels.

The ethos of Visit Morocco is to show travelers Morocco through their eyes and not in the traditional touristic sense. All itineraries are tailor made, combining the 'highlights' with truly unique ways to bring alive the destination and share incredible moments.

[Learn More about Visit Morocco](#)



Habib El Fassi  
General Manager  
helfassi@visitmoroccodmc.com



Khadija Bensouda  
Senior Project Manager  
incoming@visitmoroccodmc.com

## Payments & Commission

### Credit Cards

- All major credit cards are accepted. Credit card form must be filled out for payment
- 4% fee is added for most credit card payments
- Secure link is sent for payment. No credit card information is stored internally

### Wire Transfers

- Accept wire transfers to a USD account
- Any fees are paid by sender

### Commissions

- Commission payments are made by wire transfer.





# DESTINATION ASIA

DESTINATION MANAGEMENT FOR ASIA'S TRAVEL CONNOISSEURS

Est. 1996  
KAI Collection since 2006

*Thailand, Vietnam, Japan, Hong Kong, Indonesia,  
Singapore, Cambodia, Malaysia, Laos*

Ready to assist your business and connect travellers with the inherent qualities of each destination, Destination Asia's passionate local and international travel experts are on hand to craft tailor-made experiences solely responsive to the needs of your clients. Committed to conserving the integrity of the environment in which they work and live, invigorating travel themes engage local services and expert guides to responsibly immerse guests in local cultural traditions, encounter the unknown, and surround them with the world's most sensational natural habitats.

## Personalized Service Practiced

- Each destination boasts a team of international and local travel experts. For larger destinations (such as Thailand, Japan, Vietnam and Malaysia) there are multiple offices across the country.
- A dedicated team managing tailor-made 4\* & 5\* itineraries
- US representation and support throughout the planning process
- A B2B Agent Hub offering a wealth of support including image and video library

## Payments & Commission

### Credit Cards

- All major credit cards are accepted, secure link is sent for payment.
- Credit card fee of 3.5% applies to all payments (fee subject to change depending on DA country)

### Wire Transfers

- Accept wire transfers. All bank fees must be paid by the travel advisor.

### Commissions

- Commission payments are made by wire transfer

### Learn More about Destination Asia



New Requests &  
General Inquiries  
destinationasia@kainyc.com



Adam Szymanski  
Sales Manager, North America  
adam@destination-asia.com



# EASTBOUND

*Incomparable Luxury Travel Experiences*

Est. 2006

KAI Collection since 2007

*India, United Arab Emirates,  
Sri Lanka, Bhutan, & Nepal*

## Personalized Service Practiced

- Offices across destinations
- Personalized services
- Exceptional quality control
- 24/7 dedicated Eastbound specialist
- Excelling at 4\*-5\* itineraries
- Continuous on the ground presence
- Tech-driven organization
- Sustainable tourism practices
- Flexible Terms & Conditions

Covering India, the Indian Sub-Continent and UAE, Eastbound offers out of the box experiences in some of the most fascinating destinations in the world. Excelling beyond the core highlights of a destination, Eastbound opens travelers' eyes to unique local experiences.

### Learn More about Eastbound



**Asit Kumar**  
Business Head, UAE  
asit@eastboundgroup.com



**Reshma Naqvi**  
Assistant Vice President  
reshma@eastboundgroup.com

## Payments & Commission

### Credit Cards

- All major credit cards are accepted. (2.5% - 4% fee depending on credit card type and country)
- Credit card form must be completed for payment.

### Wire Transfers

- Accept wire transfers. All bank fees must be paid by the travel advisor

### Commissions

#### **India/Indian Subcontinent**

- Commission paid via credit card or bank transfer (less 18% GST).
- All bank charges will be covered by the advisor.

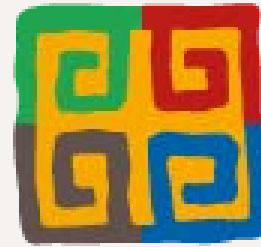
#### **UAE**

- Commissions paid via bank transfer upon receipt of a commission invoice (less 5% VAT).
- Local bank charge of US \$50 paid by advisor.



## Personalized Service Practiced

- Offices and staff across all Pure! destinations
- Specializing in 4\*-5\* travel
- Constantly innovating new product.
- Truly social responsible company, partnering with local suppliers that give back to the destinations. In 2016, Pure! obtained TourCert International Certification for sustainability and CSR.



**Pure!**  
TRAVEL GROUP

Est. 2002  
KAI Collection since 2015

*Argentina, Bolivia, Chile, Colombia,  
Ecuador & Galapagos, Peru*

With Pure! there are no 'off the shelf' itineraries. All requests are customized to the interests and desires of the traveler. Holding the mindset that every trip should be seen as a once-in-a-lifetime experience, Pure! is a great partner for bucket list trips like Galapagos and Machu Picchu and off the beaten path experiences like biking across Colombia or exploring the deserts of Chile.

[Learn More about Pure! Travel Group](#)



**Bram Evers**  
Managing Director  
bram@pure-travelgroup.com



**Andres Sebastian Cueva**  
Business Development Mgr  
marketing@pure-travelgroup.com



## Payments & Commission

### Credit Cards

- All major credit cards are accepted. Credit card form must be filled out for payment.
- 3.5% fee added for Visa and MasterCard
- 5% fee added for American Express.

### Wire Transfers

- Accept wire transfers. All bank fees must be paid by the travel advisor.

### Commissions

- Commission payments are made by wire transfer



Est. 2020  
KAI Collection since 2020

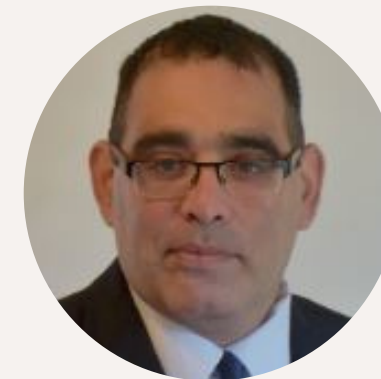
*Israel*

When we think of Israel, the word diversity is front and center. It is the real melting pot of cultures, religions, knowledge, and cuisines. It's a country with over 5,000 years of heritage and unrivaled beauty. Conexion Travel invites you to experience Israel from a variety of perspectives, to feel the uniqueness.

[Learn More about Conexion Travel](#)



Marcelo Dor  
Founder and CEO  
marcelo@conexiontravel.com



Niv Cohen  
General Manager  
niv@conexiontravel.com

## Personalized Service Practiced

- Offices across destinations
- Dedicated ERM Travel Specialist
- Continuous on the ground presence
- Flexible Terms & Conditions
- US Representation & Contacts

## Payments & Commission

### Credit Cards

- All major credit cards are accepted.
- 3% fee added for Visa and MasterCard, 5% fee for AMEX
- Scanned copies of passport, credit card and authorization form are required.

### Wire Transfers

- Accept wire transfers.

### Commissions

- Net payments are preferable, however commission possible with fees paid by advisor.



**THANK YOU!**

The KAI Team looks forward to assisting you.



KARTAGENER ASSOCIATES INC.