

NCMA PARTNER 2010-11



# CRUCEROS AUSTRALIS



Since 1990, Cruceros Australis has been sailing the waters and fjords of Tierra del Fuego in Southern Patagonia.

We are the only Expedition Cruise Line in Southern Patagonia, allowing passengers to explore the untouched wilderness of the Darwin Mountain Range, Tierra del Fuego's Archipelagos and Cape Horn. Featured in the *National Geographic Traveler* "2010's Tours of a Lifetime," Cruceros Australis emphasizes in experiential travel in the southernmost region on Earth.

[www.australis.com](http://www.australis.com)



**CRUCEROS<sup>®</sup>  
AUSTRALIS**  
CAPE HORN & PATAGONIA

**BETWEEN SEPTEMBER AND APRIL EVERY YEAR, WE OPERATE 3 AND 4-NIGHT PROGRAMS EVERY WEEK VISITING THE FOLLOWING DESTINATION POINTS:**

**Pia Glacier** is one of the Glaciers visited on our 4-night route. This unique site gives passengers the opportunity to observe a Glacier from a very close perspective and from a safe place. Passengers accompany our guides in small groups to a high elevation rock where a small talk about Glacier activity and geological formations is given. We might witness glacier sounds and calving while we observe this nature's phenomenon.

**Magdalena Island** provides passengers with an opportunity to walk among 120,000 Magellanic penguins in their own habitat. The island also houses one of the most important and historic lighthouses in the Strait of Magellan. Passengers walk around the island, often accompanied by a group of penguins, until they reach the lighthouse. This is an opportunity to observe the species in different stages of maturity.

**Cape Horn** is one of our most popular excursions. This island is part of the Wollaston Archipelago and it is the southernmost point in the South American continent allowing passengers to see the merging point of the Atlantic and Pacific Ocean. Passengers visit the living quarters of the Chilean family that maintains the lighthouse, the southernmost chapel of the continent and the Monument to the Caphornier.

**Ainsworth Bay** gives our passengers the opportunity to encounter nature's wilderness at its best. A colony of Elephant Seals gathers in this area, near Marinelli Glacier, to spend their summer and give birth to new life. Our excursion will take passengers to observe the Magellan Forest and also see the effect of the importation of Beavers from Canada in the 1940's. Marinelli Glacier is a good combination of glacier and forest amidst the Darwin Mountain Range.

**Wulaia Bay** is on the Murray Channel and was visited by Charles Darwin during his trip on the *HMS Beagle*. It is also an important indigenous and archaeological site where the Yamana Nomadic groups spent their time gathering shellfish for food. Our passengers walk up a modest hill where they can enjoy the beautiful view of the Bay and the Channel that gives access to the Wollaston Islands and the Drake Passage. A small museum depicting Yamana people is also visited on the site.

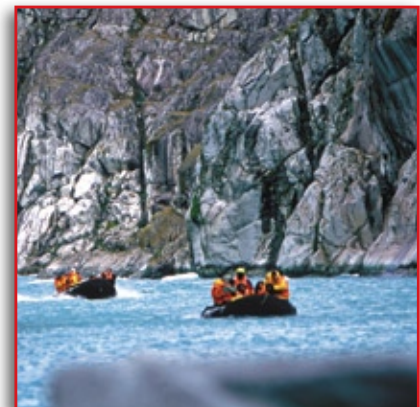
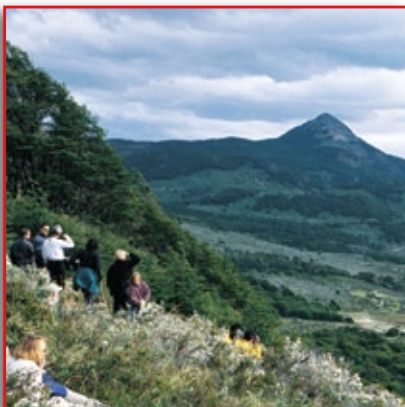
**Piloto and Nena Glaciers** are two important glaciers in the western side of the Darwin Mountain Range. Passengers get a chance to board our Zodiac motorized boats to get close to these glaciers and appreciate their significance. During the Zodiac excursions, they will observe one of the most beautiful fjords and Granite formations of these channels. Magellan forests and cascades abound during the trip.

**Punta Arenas**

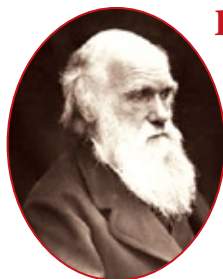
This southernmost city of the Continental South America's mainland sits at the shores of the Strait of Magellan and has a very important historical significance in the development of Southern Patagonia. Our vessels embark and disembark passengers from this port every Tuesdays and Saturdays during our season.

**Ushuaia**

The world's southernmost city was originally built as a penal colony for Argentina's most feared criminals. From Ushuaia, prisoners were sent to the forests of eastern Tierra del Fuego for logging operations that supported the building of the city. Ushuaia is on the shores of the Beagle Channel and is the most important gateway to Antarctica. Our vessels embark and disembark passengers weekly every Wednesday and Saturday during our season.



## SPECIAL PROGRAMS



### DARWIN

Cruceros Australis announces two upcoming themed departure dates focused on the voyage of *HMS Beagle*. We will be accompanied by topic experts and on the route we will sail through points that bore witness to the visit of Charles Darwin and his findings. These trips will take place in October, 2011.

### DEPARTURES:

**October, 2011 (Date TBA) – Ushuaia to Punta Arenas**

**October, 2011 (Date TBA) – Punta Arenas to Ushuaia**

### LECTURES:

Lectures on different aspects of Charles Darwin's trips as given by our experts, Gerardo Bartolomé (Argentina) and John Woram (United States).

### ITINERARY:

The route includes places where Darwin stopped on his navigation through the Patagonia on board *HMS Beagle*, like Wulaia Bay and sightseeing places such as Holland Glacier, Wollaston Island and Italy Glacier where many of his observations and discoveries were made.



## CONTACT INFORMATION – USA/CANADA OFFICE

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## COMPANY OVERVIEW

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- Owns and operates two Expedition Vessels in Southern Patagonia, Chile and Argentina
- All-Inclusive: Meals, drinks (alcoholic too), excursions, lectures
- In business since 1990
- Has interest in hotels in Patagonia and throughout Chile and Argentina
- Owns and operates cargo and passenger ferries
- Offices in Santiago, Buenos Aires, Miami and Barcelona

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## OUR TARGET PASSENGERS

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- Nature, wilderness, animal and remote destination lovers
- Well traveled passengers interested in Small Cruising
- Glacier, mountain and fjord observers and trekkers
- Marine and navigational history buffs
- Retired/well off passengers with time to travel

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## UNIQUE CHARACTERISTICS OF OUR DESTINATIONS AND PROGRAMS

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- Southernmost region of the civilized world
- Easily connect two sides of Patagonia
- Historical perspective: Magellan, Drake, Cook and Darwin
- Cape Horn and its sailing significance
- End of the Andes Mountain chain
- Unique flora and fauna
- Ideal to combine with a Patagonia circuit
- At times offer stays in two of our hotels in Patagonia with booking
- Some early bookings and last minute offers
- Discount programs for travel agents

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## CURRENT SHIPS

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- **Mare Australis**, Built in 2002, 130 passengers
- **Via Australis**, Built in 2006, 136 passengers
- **Stella Australis**, Built in 2010, 200 passengers
- **Ushuaia - Punta Arenas**, 3-night program, Wednesdays and Saturdays
- **Punta Arenas - Ushuaia**, 4-night program, Tuesdays and Saturdays
- All programs disembark daily to visit glaciers, wildlife animals and Cape Horn. All dry landings with the help of Zodiacs and steel bridge.

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## TRAVEL AGENT PARTNERSHIPS

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- 10% commission
- 1 free TC for 15 passengers in a group
- Fam trips
- Seminars
- Webinars
- In-office training
- Coop Marketing



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