



---

## North Carolina Proposal IFFA Germany, May 2019

---

Dana J. Hanson, Ph.D.  
North Carolina State University  
Department of Food, Bioprocessing & Nutrition Sciences  
Room 129 Schaub Hall - Campus Box 7624  
Raleigh, NC 27695  
(919) 515-2958

Scott Allen, CTC  
Certified Travel Counsellor  
Frederick Travel Waterloo

December 21, 2018

# IFFA

<https://iffa.messefrankfurt.com/frankfurt/en.html>



---

## Executive Summary

---

Thank you for the opportunity to submit our proposal for the handling of your Germany IFFA project with our itinerary and cost for your international travel. This is provided for information purposes only and not to be considered final or complete. All our special interest study tour programs are specifically tailored to the needs of the client and the enclosed suggested itinerary can always be subject to revision.

Costs are based on actual 2019 land and estimated airline rates and are provided for budget consideration. Bookings have not been completed – the enclosed, we feel, fairly represents the aims of the tour however we are always ready to alter all or any aspect of the programs to accommodate your special requests and also to work with your contacts to augment the site and meetings suggested.

The following information was used in the creation of our group program:

There would be a total of 10 to 16 people in the group

Travel dates: May 4 to 11, 2019

Duration – 7 days in total

Itinerary will include working with contacts from North Carolina's base and we are happy to adjust and alter included meals for sponsored opportunities. The proposed itinerary has a mixture of tourism content and agriculture and we appreciate that adjustments may need to be made and substitute visits arranged. The budget figures detailed in this proposal reflect the costs for the approximate time frame detailed. Final dates or included items may be adjusted.

**AIR ARRANGEMENTS:** To provide for a group fare a minimum of 10 travellers must fly on the same itinerary. At the present time the rate shown are reflective of the itinerary for May 2019. Please note that until we have your go ahead to confirm space and fare(s) these are our best estimates only.

Estimate Budget / Per Enclosed Information

Budget is based on 10, 12 and 14 travellers – twin bedded rooms

*(Complete details on the pricing are included in the body of the proposal)*

	CHECK	CREDIT CARD
14 paying passengers:	US \$2,182	US \$2,247
12 paying passengers:	US \$2,244	US \$2,312
10 paying passengers:	US \$2,332	US \$2,402

---

Payment for these would be by check. If paid by credit card, totals are reflected above. As we in Canada payments on credit cards must be done in Canadian funds and the amount

---

*Air quote is best estimates from / to Charlotte – pricing from Raleigh is considerably higher. Air cost is based on prevailing rates and best itinerary.*



---

Small Group Proposal  
Frankfurt & Southern Germany

---

Charlotte	May 4	Delta 2792	depart:	13:10
Detroit			arrive:	14:59
Detroit	May 4	Delta 86	depart:	18:16
Frankfurt	May 5		arrive:	08:50

Sunday, May 5, 2019 Arrival Frankfurt  
Individual arrival and independent transfer from Frankfurt Airport to our hotel. Check in and overnight at Ibis Frankfurt City Messe  
<https://www.accorhotels.com/de/hotel-3682-ibis-frankfurt-city-messe/index.shtml>

Monday & Tuesday May 6 & 7, 2019 Frankfurt (B)  
Breakfast at our hotel  
Own transfer to IFFA (ca. 2 km) Visit IFFA x two days (independent)  
Overnight Ibis Frankfurt City Messe

Wednesday, May 8 VION - Schubert ca. 260 km (B / L)  
Breakfast at our hotel  
7.30 Transfer to Crailsheim, ca. 220 km  
11.00 Visit at VION (Trendsetter & market leader for beef products)  
<https://www.vionfoodgroup.com/about-vion>  
This company processes 302.000 pigs and 17.500 cattle per week. The three divisions are pork, beef and food service. The production locations are in the Netherlands and in Germany.  
13.00 Lunch at restaurant  
14.30 Visit at Schubert (pioneer in the development of packaging machines)  
<https://www.schubert.group/en/>  
The product range is huge: from pharmaceuticals and cosmetics, beverages, food and confectionery to technical products.  
17.00 Drive to medieval town Schwäbisch Hall, ca. 35 km  
Check-In at our hotel: qubixx StadtMitteHotel  
<http://www.hotel-qubixx.de/>  
Balance of day is open

Thursday, May 9, 2019 Beck – Butcher - Farm ca. 80 km (B / L / D)  
Breakfast at our hotel  
9.00 Transfer to Kupferzell, ca. 10 km  
9.30 Visit at Spanferkel-Beck (world's most modern abattoir for suckling pigs)  
<https://spanferkel-beck.de/index.php?index=1&lng=en>  
Short transfer, ca. 20 km  
11.30 Visit a family owned butchery founded in 1988. The animals come from local farmers and are slaughtered at VION Crailsheim. <https://www.landmetzgerei.de/>  
13.00 Lunch at butchery's lunch table  
14.00 Short transfer, ca. 10 km  
14.30 Farm Visit at family Weibler <https://weibler.de/page/node/index.php>  
The family farm consists of the most different branches: wine production (11 ha grape), walnuts, beef production (300 fattening bulls), biogas and a service of whole oxen



roasting on the own farm or on customers request. The farmer is chairman at the Bullenmastrung, an advisory service for beef production farms in Baden-Württemberg.

17.00 Dinner at the farm incl. wine tasting

19.00 Return to hotel, ca. 40 km

Friday, May 10, 2019

Pork farm - Rothenburg ca. 240 km

Breakfast at our hotel

9.00 Transfer to Rothenburg region, ca. 50 km

Visit of a modern pig fattening farm (stable built 2018) <http://landwehrhof-baureis.de/>

Visitor area with panorama view down to the stable

Straw litter robot

Mud bath comfort zone

Mechanized concept of manure removal

Toys for animals

12.00 Transfer to Rothenburg ob der Tauber, ca. 10 km

Open time for independent lunch

We are happy to organize a city tour if necessary.

[https://www.rothenburg.de/welcome/welcome-to-rothenburg/?no\\_cache=1](https://www.rothenburg.de/welcome/welcome-to-rothenburg/?no_cache=1)

No doubt, Rothenburg ob der Tauber is a must for visitors from all around the world.

The famous town with its charming lanes is surrounded by a totally restored town wall. Together with centuries old frame houses, you receive a wonderful harmonic picture. The Käthe Wohlfahrt christmas museum and village which is opened all days of the year is very famous.

Transfer to Frankfurt, ca. 180 km

On the way possible stop at Outlet Shopping Wertheim Village:

<https://www.wertheimvillage.com/en/home/>

18.00 Check-In at hotel close to the airport

Overnight at a hotel near the airport

*Own transportation to airport on the next morning (hotel shuttle or taxi)*

Saturday, May 11, 2019

Departure (B)

Breakfast at our hotel and airport shuttle for final departure.

Frankfurt	May 11	Delta 87	depart:	10:50
Detroit			arrive:	14:17
Detroit	May 11	Delta 2776	depart:	15:55
Charlotte			arrive:	17:44

Land Program:

- ✓ 3x Overnight/Breakfast at Ibis Frankfurt City Messe
- ✓ 2x Overnight/Breakfast at qubixx hotel Schwäbisch Hall
- ✓ 1x Overnight/Breakfast at middle class hotel airport area
- ✓ 2x Lunch
- ✓ 1x Dinner at a winery incl. wine tasting
- ✓ 2,5 days English speaking tour guide with ag knowledge
- ✓ Transfer in a modern coach with up to 30 seats
- ✓ Technical Visits as described



Land pricing per person based on double:

14 passengers	EURO 1118	as of December 20	US \$1,282.22
12 passengers	EURO 1173	as of December 20	US \$1,345.33
10 passengers	EURO 1249	as of December 20	US \$1,432.50
Single surcharge	EURO 450	as of December 20	US \$516.11

Exchange @ 1.14692

Air Fare:

The best fares are from / to Charlotte with the Delta groups of airlines. The best NET individual fare I am showing is at US \$757.63. A group fare requires a minimum of 10 travellers flying together on, at least, the departure segment of the itinerary. Fares from Raleigh start at well over US \$300 more per person. Group fares may or may not provide a further discount but likely not without at the very least the core group of 10 seats.

Agency Fee:

The above rates are all net. Frederick Travel charges a flat per person fee of US \$125 & HST = US \$141.25 to handle all the travel arrangements listed in this proposal.

Possible full rates per person would then be:

	CHECK	CREDIT CARD
14 paying passengers:	US \$2,182	US \$2,247
12 paying passengers:	US \$2,244	US \$2,312
10 paying passengers:	US \$2,332	US \$2,402

Payment for these would be by check. If paid by credit card, totals are reflected above. As we in Canada payments on credit cards must be done in Canadian funds and the amount converted to Canadian dollars at the time of processing.

---

#### Qualifications

---

Frederick Travel Waterloo

572 Weber Street North. Unit 1

Waterloo, Ontario, Canada N2L 5C6,

Phone: (519) 745-1860 ext 303

Toll free North America: (800) 578-8958

Scott Allen, CTC

e-mail: [scotta@ftwaterloo.com](mailto:scotta@ftwaterloo.com) – [garttrav@sympatico.ca](mailto:garttrav@sympatico.ca)

Certified Travel Counsellor Cell: (519) 897 9673

Travel Industry Council of Ontario (TICO) number: 50015067

IATA Number:

67553010

---

#### Biographical Information On and Level of certification – Scott Allen

---

Scott Allen, CTC (Certified Travel Counsellor 1986) is a third generation travel specialist and has professionally organized group itineraries for over 48 years including having worked as travel coordinator and key contact on all of the programs listed below. Extremely skilled in specialty group, study travel and destination management, Scott has also handled a large number of affinity and non-affinity travel programs including school tours, agri-based study tours and soft adventure / eco-tours. A destination management expert, Scott uses a combination of North American and International contacts established over many years to ensure the success of the travel projects he oversees. In the study and leadership markets with reference to IAPAL programs (see: <http://karlprogram.com/about-us/iapal-directory/>), Scott has increasingly handled



specialized tour projects and now deals with or has handled over 22 IAPAL member requirements. Scott also handles specialized travel programs on behalf of Cornell University, the University of Florida (IFAS), Montana State University, University of Nebraska at Lincoln as well as projects for the New Mexico Department of Agriculture and the Indiana State Department of Agriculture. From initial start to follow-up, Scott is involved in every aspects of the program.

---

### Brief History of Destination Management Projects

---

Over the past 10-plus years Scott has organized more than 70 national and international agri-study and special interest projects spanning the globe. New and exciting destination opportunities are constantly being explored, researched and suggested to clients as interest in “safely stepping out of the comfort zone” increases. Below is a very brief over-view of the past, present and future projects:

Centre for Rural Leadership / Advanced Agricultural Leadership Program (ROI / AALP)  
Projects: Netherlands, Poland & Germany, California, Ohio, Pennsylvania & Washington,  
New York, Guatemala & Belize, India Contact: Gabrielle Ferguson

California Agricultural Leadership Project (CALP)  
Turkey & Israel – February 2011  
Russia, Ukraine, Poland & the Czech Republic – February 2012  
India & Nepal – February 2013  
Brazil – November 2013  
Zambia & South Africa – November 2014  
Cambodia, Vietnam & Thailand – November 2015  
Jordan, Israel & Greece – November 2016  
Morocco & Spain – November 2017 Contact: Dr. Charlie Crabb

AgrInstiute Indiana  
Hungary, Slovakia & the Czech Republic - February 2010  
India – February 2012  
Northern Europe & Liberia – February 2014  
Panama & Colombia – February 2016  
Portugal & Spain – February 2018 Contact: Mrs. Beth Archer

Wedgworth Leadership Institute  
France, Luxemburg, Belgium and the Netherlands – June 2012  
Peru, Chile & Argentina – June 2015  
South Africa, Swaziland & Scotland – June 2018 Contact: Dr. Hannah Carter

Washington Ag Forestry  
Chile – January 2011  
Costa Rica & Nicaragua – January 2013  
Portugal & Spain – January 2014  
Thailand & Laos – January 2016  
India & Nepal – January 2017 Contacts: Mrs. Deborah Moore & Mr. Matt Kloes



LEAD New York / Cornell University  
Scotland - February 2011  
South Africa – January / February 2015  
Philippines & Vietnam – February 2017  
Kenya – February 2019

Contact: Dr. Larry Van De Valk

Scott has also handled or is presently contracted to handle programs for the Atlantic Agricultural Leadership Program, Arizona CENTRL, Rural Leadership North Dakota, South Dakota Agricultural and Rural Leadership, Nebraska LEAD, LEAD New York, LEAD Maryland, I-LEAD Iowa Corn, IALF Illinois, LeadAR, Kentucky Agriculture and Rural Leadership (KARL), Minnesota (MARL) and Georgia AGL.

---

### Best Practices, Key Factors and Other Information

---

In addition to travel documentation, the agency provides complete travel and government advisories to our group clients. For study-based international travel, we pre-send a complete list of all our travelers to the local Embassy a minimum of two weeks in advance of tour arrival with complete itinerary and local contacts. Travelers receive documents in personalized travel folders with tour baggage tags. Separate contact information sheets are also enclosed to be left at home or with family.

Date for the receipt of information varies with each group however in most cases a minimum of 30-days in advance of departure is requested to ensure proper delivery of final tour documentation. Unless otherwise advised, all documents are sent by courier to the coordinator of the program. We work closely with these individuals to ensure timely-delivery of all travel documentation.

Group travelers will receive complete government information and advisories for all international areas that they will be visiting. This information is provided on an agreed basis (typically updated every 2 months) along with all recommended immunizations to the group members. Members are requested to provide and special or medical information which is kept in our office for emergency purposes. A separate copy is also kept with Scott Allen for emergency purposes 24 / 7 while the tour is in progress and, if applicable, a copy is provided to the main tour escort. On completion of the tour, all forms and proprietary information is shredded. Travelers have 24 / 7 access to emergency numbers both in country and with the travel agency.

---

### Travel Insurance

---

Frederick Travel Waterloo is a Canadian travel company and due to changes in government regulations cannot offer optional travel insurance to clients residing outside the province of Ontario. We strongly recommend the purchase of travel insurance and encourage our clients to discuss specific travel insurance needs with their local insurance broker or travel insurance supplier.

---

### Marketing Support

---

Our office is fully equipped to provide full color marketing materials for any traveler or program. Samples of our work are available for your review at any time. All our marketing materials are tailored to the specific needs and requests of the client. These materials are a part of the service that we offer our clients. We are delighted to provide detailed presentations on any sized



group when requested or required as a part of the program. These can include (but are not limited to): PowerPoint presentations, brochures, travel collateral materials and tailored travel itineraries.

---

#### Client References

---

Wedgworth Leadership Institute for Agriculture and Natural Resources

Dr. Hannah Carter, Director Gainesville, Florida  
Phone: 352-392-1038  
Fax: 352-392-0589 e-mail to: hscarter@ufl.edu

Nebraska LEAD

Dr. Terry Hejny, Program Director Lincoln, Nebraska  
Phone: 402-472-6810 e-mail to: thejny1@unl.edu

AgriInstitute Indiana

Mrs. Beth Archer, Executive Director Danville, Illinois  
Phone: 317-745-0947 (off) e-mail to: beth@agriinstitute.org  
317-408-3843 (cell)

Additional references available on request.

---

#### Testimonials

---

It was an amazing trip and I think the class and myself would all agree they learned a lot about the potential of this country (Colombia) to be a world player in agriculture. Brian and Elsa were wonderful and we also gave them a little feedback on things we felt could have lent to the experience but overall, it was great. Thank you for all your planning and behind-the-scenes work as well.

*Dani Traweek, Colorado Ag Leadership Program, Cortez, Colorado – December 2018*

Our international seminar was fantastic! I will be sending a survey to the class today, but from our stand point everything went great. Uday Tours was especially helpful, and they went above and beyond to ensure the tour was a success. Thanks for all your hard work, we truly enjoyed our time in India.

*Tara Becken, REAL Montana, Bozeman, Montana – November 2018*

From beginning to end, Scott Allen's work arranging International Study Seminars for the Washington AgForestry Leadership Program has been outstanding. Scott is thorough, knowledgeable and has tremendous contacts throughout the world. He is an excellent listener and his attention to detail makes travel once we are in country exceptional. Safety, an important consideration in a changing world, is always in the forefront of planning with Scott. AgForestry participants have had many thought-provoking international travel experiences based on his expertise. Scott Allen is definitely a 5 Star travel agent!

*Deborah Moore, Washington AgForestry, Spokane Valley, Washington, April 2018*

India fulfilled our dreams and expectations of what I set out to achieve through this international experience. Full immersion into the culture is what I wanted for this class, and we had full immersion. Starting from day one to day 12, we were able to walk the streets, enter into homes and businesses and visit with the people one on one. Often the elder or owner would sit down





and ask us to ask anything we wanted to know about their culture, their business, the people, the government - whatever was on our minds. The hospitality was amazing. From the Fish Market (everyone was out of their comfort zone to the Temple ceremony), we knew from day one that our tour guide Raj was going to take good care of us and give us a positive experience. Raj is probably the best tour guide I've ever had. Hospitality was amazing.  
*Lori Cope, South Dakota Agricultural and Rural Leadership, Rapid City, South Dakota, February 2018*

Our experience in Thailand and Vietnam was outstanding Scott! The evaluations from the participants are very positive. They thought our experiences out of the city where we met local farmers, school children and community people were highlights. I would concur with that sentiment. Some of the locations that were highlights included Song Phuong Village (vegetable farm experience was incredible), Cao Phong area, Giang Mo Village, hydro phonic farm in Bangkok, Mekong River area, Tan Phong island, war remnants museum and the Chi Chi Tunnels area. I was SO APPRECIATIVE of how fast you were able to get the 10 of us from Fargo on another international flight to Asia! We will definitely work with you on our next international seminar in 2019 Scott. You understand so well what our objectives are for our international seminar and the networks you have across the globe put an itinerary together that meets those objectives – a GREAT combination!! You created another outstanding experience for us.

*Marie Hvidsten, Rural Leadership North Dakota, Fargo, North Dakota – March 2017*

The thanks goes to you for helping to organize a great experience for our group. I truly appreciate the professional, timely, thorough way you work. It makes it so easy on our end. As a one person show, trying to manage our program needs, fundraising and donor relationships, and office operations – well, it is so wonderful to have trustworthy partner. Thank you.

*Mrs. Beth Archer, AgrInstitute Indiana, Danville - February 2016*

Ready to depart Munich! Outstanding international seminar! You are the very best once again! Talk soon!

*Dr. Terry Hejny, Nebraska LEAD, Omaha, NE - January 2016*

Each year for the past eight years, Scott Allen has helped me set up a unique educational tour for a different group of agricultural professionals. Our tradition is to find uniquely challenging international experiences to places that are off the beaten track - and in some cases to places where no tour agencies have traveled. Under Scott's guidance, we have done exactly that. Our tours have taken us to 25 developing countries where we have had once-in-a-lifetime educational experiences. I have been told, "You certainly like a challenge", but during these demanding tours, Scott has provided guidance, connections to the right in-country agencies, air travel logistics, land content advice and has been a completely reliable resource to help us through the difficulties that can arise. Without reservations, I most highly recommend Scott Allen to anyone looking for a unique and challenging travel experience.

*Dr. Michael Thomas, CALP, California State University, Fresno, CA November 2015*

At this point, I don't think I could, nor would I want to, plan and execute an international trip without you!!

*Dr. Hannah Carter, Wedgworth Leadership Institute, Gainesville, Florida June 2015*

Additional testimonials available at:

<http://www.worldwide.on.ca/group-travel-event-management.html>