



Partner Agreement - 2025 Group Programs

Valid from January 2025 to December 2025

Between Wilderness Group (WG) and Butterfield & Robinson (B&R)

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Planning Process and Intellectual Property

Wilderness Group works on a 2 year planning cycle in order to secure the capacity required from accommodation partners. At the point of the annual review of this agreement, both parties commit to working together for the next 2 years, barring unforeseen circumstances. If either party has any reason to reconsider the working relationship, it should be raised with the other party at the earliest possible opportunity. If the working relationship ends for any reason, the trip itineraries remain the Intellectual Property of the Wilderness Group.

Minimum Traveller Numbers on a Departure

The standard minimum group size for a departure to be confirmed is 4 clients, so if a departure has 4 clients booked onto it, WG will assume that the departure is confirmed to run. If B&R wishes to confirm a departure which has less than 4 clients booked onto it, B&R must let WG know as soon as possible and the pricing will be adjusted accordingly. Prices will increase with a group size of 3 or less.

If a departure reaches the minimum number of clients to confirm the trip, then subsequently there is a cancellation that brings the trip below the minimum number, B&R must let WG know as soon as possible whether the trip is still confirmed or not.

Date	2024-11-21	Date	18 November 2024
Name	Simon Lutz	Name	Maud Hennessy
Partner	Butterfield & Robinson	Vendor	Wilderness Group
Signature		Signature	
Position	Trip Manager	Position	Partner Account Manager

Departures

Program: Ireland Biking				
No of Departures: 5				
Max Group Size: 16				
Max no of single-occupancy rooms: 4 (additional available on request based on availability)				
Departure Code	Start Date	No. days	End Date	Number of nights Accommodations Allocated
25WIAD_B&R_2505	25 May	6	30 May	2 nights - Gregans Castle 3 nights - Ballynahinch Castle 1 night - Galmont hotel
25WIAD_B&R_0806	08 June	6	13 June	As above
25WIAD_B&R_1307	13 July	6	18 July	As above
25WIAD_B&R_1008	10 August	6	15 August	As above
25WIAD_B&R_3108	31 August	6	05 September	As above

Key Dates

Departure start date	Cancel or Confirm	Release of any unsold rooms	Deadline to send all traveler info	Final payment required by
25 May	24 February <i>90 days prior</i>	16 March <i>70 days prior</i>	10 April <i>45 days prior</i>	25 April <i>30 days prior</i>
08 June	10 March <i>90 days prior</i>	30 March <i>70 days prior</i>	24 April <i>45 days prior</i>	9 May <i>30 days prior</i>
13 July	14 April <i>90 days prior</i>	4 May <i>70 days prior</i>	29 May <i>45 days prior</i>	13 June <i>30 days prior</i>
10 August	12 May <i>90 days prior</i>	1 June <i>70 days prior</i>	26 June <i>45 days prior</i>	11 July <i>30 days prior</i>
31 August	2 June <i>90 days prior</i>	22 June <i>70 days prior</i>	17 July <i>45 days prior</i>	1 August <i>30 days prior</i>

Net Pricing 2025

Group Size	Price per person (EUR)
4 clients	€6000
5 - 6 clients	€5300
7-10 clients	€4600
11-12 clients	€4500
13-16 clients	€4400
Single supplement	€1400
Pre-night at Galmont	€345

Payment

Our preferred method of payment is Bank Transfer and all payments to Wilderness Group (including Wilderness Scotland and Wilderness England), must be made in GBP. Payments to Wilderness Ireland, must be made in EUR.

Cancellation Terms

Cancellation day prior terms	91 days or more prior	90-61 days prior	60-31 days prior	30 days or less prior
Charge	No charge	20%	50%	100%

- Any cancellations must be notified in writing to the account manager
- WG will treat any bookings as canceled from the date which the written notification is received