



SALES MANUAL 2019

SAT ECUADOR



Incoming Group

Argentina - Brazil - Chile - Colombia - Ecuador - Peru - Uruguay



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Map of Ecuador



Cities & Regions of touristic importance

- | | |
|-------------------------------|--|
| <u>Quito</u> | Lovely capital, surrounded by snow-covered volcanoes |
| <u>Cotopaxi National Park</u> | Paramo landscape, one of the highest active volcanoes in the world |
| <u>Cuenca</u> | Buildings in colonial style, ruins of Ingapirca |
| <u>Otavalo</u> | Biggest Indian market of Ecuador |
| <u>Galapagos Islands</u> | Animal paradise, research station of Charles Darwin |

Ecuador - an overview



Ecuador - geographically it is a small country which is uniquely endowed with a dramatic topography and a variety of climatic zones, vegetation, birds and wildlife. Without ever leaving the country, travellers can move in a matter of hours from jungle/rainforest to the high slopes of the Andeans and then down to the Pacific coast, while observing a breathtaking panorama of scenery and nature.

En route through Ecuador's wonderful world of nature you will be able to follow the courses of broad and narrow rivers, rest along the shores of pristine lakes, explore mysterious caves and marvel at unique plant and animal species that have evolved undisturbed on isolated islands in the Pacific – the Galapagos Islands.

From the highlands to sea level, Ecuador's fascinating diversity is echoed by its people whose cultural origins and traditions continue to be formed by their immediate geographical environment.

HISTORICAL BACKGROUND

Ecuador was populated by a rich variety of groups and cultures that became eclipsed by the Incas around 1450 AD. The first Spaniards landed in 1526 and in 1533 the Inca leader Atahualpa was captured and killed by Pizarro, bringing the Inca Empire to an end.

The conquistador Francisco de Orellana set off to look for gold in the east and discovered the Amazon instead. The Spanish rule dominated for 280 years, bringing Christianity and a feudal system that left the Indians permanently in debt to their landlords. Huge rural estates were created owned by a few families.

Opposition to Spanish rule grew among the elite. Eventually Antonio Sucre defeated the royalists in 1822. Ecuador becomes part of Colombia led by Simón Bolívar. Full constitutional independence was reached in 1830.

There followed a history of internal disputes with many changes of regime from dictators, juntas and recently democracy. Despite this colourful past and border conflicts with Peru (now resolved) Ecuador is relatively peaceful. The government is modelled on the American system of Congress with Senators and a President elected every four years.

LOCATION

The state of the Andeans has its name because of its location on the equator. Ecuador is situated in the northwest of South America and borders in the north with Columbia, in the east and south with Peru and in the west it bounds on the Pacific Ocean. Also the Galapagos Islands situated in the Pacific Ocean, with a distance to the continent of approximately 1000 km, belong to the national territory of Ecuador.

POPULATION

Ecuador has a population of approximately 16.4 million inhabitants whereas about 30.000 live on the Galapagos Islands. The population embraces about 45% Mestizos, 35% indigenous people, 10% white men, 5% black men and 5% others.

ENTRY REQUIREMENTS

In order to enter and depart Ecuador, a valid passport is required by everybody. Usually it should be valid for at least 6 months after arrival date. Practically also a return ticket is necessary to enter Ecuador even though it is rarely asked for. Upon arrival you will have to complete an international entry form which will be stamped together with your passport. Please be aware that you have to keep this form as you need to present it when leaving the country.

Citizens of the countries United States, United Kingdom, Canada, Australia, New Zealand, South Africa, France, Germany and Switzerland do not require visa. Those will be granted permission to stay for 90 days automatically. Please note that once you have spent 90 days in a 12 month period in the country you will not be granted permission for another tourist visa within the next 9 months unless you apply for a visa. If you plan on spending a period of more than 90 days in Ecuador you have to apply for a visa in your home country. Usually no specific vaccinations are required before entering the country of Ecuador. However for travelling to the Amazon region a yellow fever vaccination is obligatory and has to be done at least 10 days prior to arrival. Furthermore a vaccination against Hepatitis A and B are recommended.

CURRENCY

The currency of Ecuador is US-dollar (US\$) since 2000. In Ecuador the American US-\$ bills and coins are valid, but there are also dollar coins which are only produced and valid in Ecuador. 50- or 100- US-\$ bills are rarely accepted in Ecuador. In any case it is recommended to carry coins and small amounts of cash also for security reasons. Internationally credit cards are accepted at most large establishments. Banks, hotel cashiers and money exchange shops exchange Euros and other major currencies. It is not recommended to exchange money in streets or non-authorized money exchange shops as there is a high risk of fraud. In the bigger cities you can find cash machines which accept international debit and credit cards.

LANGUAGE

Ecuadorians speak Spanish with differences in vocabulary from the Spanish spoken in Spain. However accents and differences in notation exist throughout the country. Sometimes even Quechua can still be found in the countryside. It is a colloquial language and is a collection for people belonging to indigenous ethnic groups. Usually leading hotels are able to attend to English-speaking customers.

TIME DIFFERENCE

Ecuador mainland is situated in the time zone of Central European Time (CET) minus 6 hours and Greenwich Mean Time (GMT) minus 5 hours. As the Galapagos Islands there is a time difference of CET -7h (GMT -6h). Due to the fact that in Ecuador summer and winter time does not exist, during European summer time there is a time difference of CET -7h (GMT -6h) for the mainland of Ecuador and CET -8h (GMT -7h) for the Galapagos Islands.

VOLTAGE

Usually Ecuador has a voltage of 110V alternating current. Some major hotels may also have double voltage or hold few converters at the guest's disposal. However it might be good to bring your own multi adapter and/or converter. In the Amazonas region electricity is rare or not existent at all.

POLITICS & ECONOMY

Ecuador is governed by a presidential democracy with a system of federal states. The oil and gas reserves, agriculture, large shrimps producing farms and also the tourism are foreign-exchange earners of the country. Ecuador is an exporter of bananas (first place worldwide in production and export), flowers, and the eighth largest producer of cocoa.

RELIGION

Approximately 80% are adherent to the Roman Catholic Church. Other religions like Protestants and Jehovah's Witnesses exist in Ecuador. Furthermore, many Indian tribes took on Catholic rites and mixed them with their own traditional and indigenous beliefs.

PUBLIC HOLIDAYS

New Year's Day	January 1
Carnival	the 2 days prior to Ash Wednesday
Good Friday	the Friday prior to Easter
Labour Day	May 1
Battle of Pichincha	May 26
Founding of Guayaquil	July 25 (Guayaquil only)
Quito Independence Day	August 10
Guayaquil Independence Day	October 9
All Soul's Day	November 2
Cuenca Independence Day	November 3
Founding of Quito	December 6 (Quito only)
Christmas Day	December 25

EVENTS

Like elsewhere in the world, public holidays start in January with New Year's Day. As well Carnival is always celebrated the weekend before Ash Wednesday in February /March. The most famous Carnival festivities are those in Guaranda (Bolivar province) and Ambato (Tungurahua province), which are called Fiesta de las Flores y las Frutas (Festival of Flowers and Fruits). Further, the Holy Week is, at least of the huge number of Catholics, an important public holiday. Most Ecuadorians take this week off to visit their families.

The Independence Day of Ecuador is on the 10th of August and entails celebrations with military parades, especially in Quito. The whole city lighted up and events are organized around the Plaza de la Independencia and the Palacio de Gobierno. Guayaquil has its own Independence Day on 9th of October.

In November, All Soul 's Day is celebrated in Ecuador, followed by the Independence Day of Cuenca on 3^d of November. The Founding of Quito takes place in the city with different festivities in the week around the 6th of December. The last public holiday is on the 25th of December, Christmas Day.

Keep in mind, small shops and banks could be closed during public holidays.

CLIMATE

Ecuador's climatic conditions are very different – depends where you 're staying. Subtropical or even tropical climate is significant for the western slopes of the Andeans. The rainy season is between January and May and the dry season lasts from June to December. The average temperature amounts up to 25-30°C (77-86°F). The climate of the mountain valleys of the Sierra is temperate and it mostly rains heavily in the afternoon and cold in the night. The eastern slopes and the jungle are humid and warm. The average temperature of the Galapagos Islands is between 25 and 30°C (77-86°F) with high humidity and sometimes rain. The most favourable weather conditions for swimming and sunbathing is from November until April. For those who likes hiking in the highlands should travel in June till November. The best time to travel to regions nearby the Amazon is between August and May.

Climate Chart Quito (Andeans)

Quito	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Max. Temp. °C/F	21/70	21/70	20/68	21/70	21/70	21/70	21/70	22/72	22/72	21/70	21/70	21/70
Min. Temp. °C/F	8/46	8/46	8/46	8/46	8/46	7/45	7/45	7/45	7/45	8/46	8/46	8/46
Sunshine hours	6	5	4	5	6	6	7	7	6	5	5	6
Rainy days	9	11	11	15	10	9	3	3	8	13	13	7

Climate Chart Guayaquil (Coast)

Guayaquil	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Max. Temp. °C/F	31/88	31/88	32/90	30/86	29/84	28/82	29/84	29/84	29/84	29/84	30/86	31/88
Min. Temp. °C/F	22/72	23/73	23/73	23/73	22/72	21/70	20/68	19/66	20/68	21/70	21/70	22/72
Sunshine hours	3	4	4	4	5	4	4	4	4	4	4	6
Rainy days	12	13	15	10	4	1	0	0	0	1	0	2
Sea temp. °C/F	24/75	23/73	24/75	25/77	24/75	23/73	23/73	22/72	22/72	22/72	22/72	23/73

Climate Chart Galapagos Islands

Galapagos	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Max. Temp. °C/F	29/84	30/86	30/86	29/84	29/84	27/81	26/79	25/77	24/75	26/79	26/79	27/81
Min. Temp. °C/F	22/72	23/73	22/72	22/72	22/72	21/70	20/68	19/66	18/64	19/66	20/68	21/70
Sunshine hours	6	8	8	8	8	8	7	6	5	5	5	6
Rainy days	6	5	4	6	3	0	0	0	2	3	1	2
Sea temp. °C/F	25/77	26/79	27/81	26/79	25/77	24/75	23/73	23/73	22/72	22/72	23/73	24/75

PACKING LIST

Due to different climate regions in Ecuador you should pack summer clothing as well as winter clothing. Be aware that the nights could be cold. Due to surprising rainfalls that might come up, rain clothes are always appropriate. Those intending to stay in Amazon-Jungle should pack light comfortable clothes, hat, swimsuit, long sleeve shirts, knickers, rain coat, sunglasses and suntan lotion, binoculars and torchlight.

Additionally you should know that the Ecuadorians like to dress nicely when going out for dinner.

LODGING

Accommodation in Ecuador ranges from basic hostels to superior hotels with international standards. Even though the options are widespread, guests are welcomed and served in a good way in every accommodation type.

Check-in is usually after midday and check-out before 11:00 am. An Early-Check-In (ECI) or Late-Check-Out (LCO) must be requested and can be provided upon surcharge, subject to availability.

FOOD & DRINK

Due to the country's rich geographic diversity, the Ecuadorian cuisine is multi-faceted. A wide range of exotic fruits, fresh seafood and traditional dishes can be found. Basic food ingredients, especially in the highlands are corn and potatoes. Fish, seafood and rice are favourites on the coast. Meat comes from cattle, pigs, goats, mutton or chicken. A typical

dessert is the “Torta de maqueño”, a banana cake. If you love spicy food you can always find some “ají” (chilly) on the table of nearly every restaurant to spice up your food. Also experimental gourmets will benefit from travelling in Ecuador: cuy (guinea pig) is just one example of Ecuador’s specialties. Homemade fruit juices and beer are cheap alternatives to quench your thirst. Travellers should avoid drinking tap water.

SOUVENIRS

Ecuador is a real shopping paradise for the majority. It offers a wide range of handicraft especially in textiles and leather ware. Arts and crafts of Ecuador are promoted by the Government. In Otavalo, which is located in the north of Quito, you should visit the famous Indigenous Market. It is popular for its local handicraft, jewellery and Alpaca. Furthermore, you will find not far away another small village, called Cotacachi, with many high qualitative and reasonable-priced leather wares. In addition, handmade carpets, panama hats, wood carved products, ceramic, gold, silver, and baskets are popular products made in Ecuador. Opening hours for shops are Mon-Fri 9:00am – 1:00pm and 3:00pm - 7:00pm; Sat 9:00am – 1:00pm. Mostly supermarkets do not close before 8:00pm and are also open Sundays. Banks might only open from Mon-Fri 9:00am – 3:00pm.

HEALTH SERVICES

Every person visiting Ecuador is entitled to use the services of public hospitals. However good treatment can be quite expensive and may not always be available outside the main cities. Private hospitals will demand a credit card guarantee for admission. It is strongly recommended to have an adequate travel health insurance and accessible funds to cover the cost of potential medical treatments and perhaps repatriation.

In Ecuador the occurrence of health problems is common due to the altitude in the Andean region. Check your health conditions with your doctor beforehand. To avoid or ease altitude problems try to eat light food, relax in between and drink a lot of water.

GETTING TO ECUADOR

Ecuador is linked to major cities in Europe (Madrid and Amsterdam), North America (Atlanta, Miami and Houston) and Central America, intercontinental and domestic flights. The main airports are the Mariscal Sucre International Airport of Quito (UIO) and the José Joaquín de Olmedo International Airport of Guayaquil (GYE). Additionally, there are smaller airports which are operating domestic as well as international cargo flights.

Furthermore, you can arrive to Ecuador by bus via Colombia or Peru or by sea. The main ports are Manta and Guayaquil.

TRANSPORTATION

The most commonly used modes of transportation in Ecuador are busses and airplanes. There are several bus companies with an extended network of roads linking nearly all cities. Even though Ecuador is only a small country and usually distances between the main cities are not very far, the ride might take a bit longer due to mainly serpentine roads. Also touristic train rides become more popular among travellers. Those are mainly routes that were developed based on already existing railroad network and open up a touristic site. It leads travellers to places which are usually inaccessible.

AIR TRAVEL

Domestic flights in Ecuador are generally quite affordable except flights to the Galapagos Islands. You can fly almost anywhere within the country in only 30-45 minutes. Expect incredible views, particularly if you are passing over Ecuador's breath-taking "Avenue of the Volcanoes". The national airlines are TAME, AEROGAL and LAN which offer a wide range of flights at international security standards.

Passports are required from international visitors on any domestic or international flight.

Domestic flight times from/to Quito and main destinations in Ecuador

CITY	AIRPORT CODE	ESTIMATED FLIGHT TIME	MAIN TOURIST ATTRACTION
Andean area:			
Quito	UIO	-----	Capital of Ecuador; surrounded by snow covered volcanoes
Loja	LOH	50min	Known as the music and arts capital of Ecuador
Cuenca	CUE	50min	Colonial city, ruins of Ingapirca
Coastal area:			
Guayaquil	GYE	45min	Biggest city of Ecuador, important commercial centre
Manta	MEC	45min	Right by the seaport, beautiful beaches
Amazon area:			
Coca	OCC	35min	Rainforest, traditional communities, rich variety in flora and fauna
Lago Agrio	LGQ	30min	Rainforest, traditional communities, rich variety in flora and fauna
Macas	XMS	40min	Rainforest, traditional communities, rich variety in flora and fauna
Galapagos area:			
Baltra	GPS	2h30min	Exceptional biodiversity, beautiful flora and fauna
San Cristóbal	SCY	2h30min	Exceptional biodiversity, beautiful flora and fauna

SOUTH AMERICAN TOURS ECUADOR BASIC SERVICES

The main objective of South American Tours Ecuador is to plan basic programmes for our clients. Upon request we also organize other tours, functions and events, according to the client's type of interest. Furthermore we can make reservations for domestic flights.

At all arrivals of F.I.T.s or groups, passengers will be met at the airport by our highly professional bilingual tour guides who will handle luggage and passenger transportation to the hotel and will brief passengers, en route, on the city's basics. Check-in assistance and supervising of luggage delivery to the rooms are also part of our services. Porterage at airports and hotels are included.

Hotel checkout and transfer out will be always accompanied and assisted by tour guides from South American Tours Ecuador.

In most of the cases (except on the Galapagos Islands) your clients enjoy having the same guide throughout the whole tour who will accompany the travellers, take care of all the logistics and ensure a trouble-free and memorable trip. Additionally, your clients will only have one contact and confidential person during the trip that is always available and ready to help with whatever request. We can offer this service because most of the time your clients will travel around Ecuador by ground transportation such as busses.

At all tours passengers will be accompanied by professional and informative tour guides, who are licensed to guide in the whole main land of Ecuador.

The ground transportation provided by South American Tours Ecuador is always the best available on air-conditioned or air-cooled vehicles whenever not clearly stated on this manual as none air-conditioned.

Beverages are not included during lunch and dinner unless stated.

Besides, all staff of South American Tours is service oriented and our tour guides are well trained to serve as hosts/hostesses, make passengers feel comfortable, safe and at home.