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Atlantic Mice
6416, Molde, Norway
www.atlanticmice.no

CONTACT INFORMATION

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CLIENTS

Incentive, Conference & Event Agencies

PRODUCT RANGE

Incentives ,Conferences, Events

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

EN, NO

ADDITIONAL INFORMATION

Atlantic MICE is a professional conference organizer (PCO). We are a privately owned, well-established firm with 30 years of experience in planning and staging different types of events for national and international clients.

We are offering a personalized and creative approach with attention to details and constant care for precision. Our staff consists of competent and enthusiastic people who will make sure that your next event is managed in a professional way. We take care of every detail before, during and after your event, and we are there to assist you from start to finish. We have the solid tools and established routines needed to ensure that the quality of your event satisfies the highest standards.

Authentic Scandinavia AS (Haman Group)

0663, Oslo, Norway

<http://authentic-scandinavia.com/>

CONTACT INFORMATION

Ms Trude Sivertsen

Director of Sales & Operations

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Work phone : +47 22 94 13 70

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CLIENTS

Private clients / Travel agencies

PRODUCT RANGE

Leisure FIT

SPECIALIZATION

Independent tours - rail tours, self drive tours and short breaks.

Winter tours - Northern lights, ice hotels, Treehotel, Hurtigruten, winter activities and more.

Guaranteed departure June-August - guided coach tours.

LANGUAGES SPOKEN AT THE OFFICE

EN, DE, NO

ADDITIONAL INFORMATION

Authentic Scandinavia – specialist in tours to Scandinavia. Independent and escorted tours to Norway, Sweden, Denmark, Iceland, Finland, the Baltics and Russia.

B Nature
5730, Ulvik, Norway
www.bnature.com

CONTACT INFORMATION

Mr Robert Koesharto
General Manager
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Cellphone/direct :

CLIENTS

Tour operators, Incentive, conference & event agencies, Private clients

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups, Business FIT, Incentives

SPECIALIZATION

Hiking & trekking tours

LANGUAGES SPOKEN AT THE OFFICE

Norwegian, English, Dutch, German, French, Tsjech

ADDITIONAL INFORMATION

B Nature has a focus on bringing people back to nature in a unique way. We operate 2 hotels, an outdoor resort with Mongolian yurts and an Activity center offering ca 30 different nature related activities, excursions and workshops. As incoming tour operator we wish to offer routes throughout the entire Fjord area with Ulvik as one point along the route. Incoming Oslo, Kristiansand, Stavanger or Oslo.

beCurious Private Travel

0252, Oslo, Norway

www.becuriou.com

CONTACT INFORMATION

Mr Kenneth Cai

Co-founder

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Work phone : +47 24 07 66 66

Cellphone/direct :+47 46 17 89 99

CLIENTS

Travel agencies, direct clients both private & corporate.

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups, Business FIT, Incentives, Conferences, Events, Cruise, Luxury Travel

SPECIALIZATION

Tailor-made travels for individuals and groups, for both Norway and globally.

LANGUAGES SPOKEN AT THE OFFICE

Norwegian, English, French, Greek, Chinese and some German.

ADDITIONAL INFORMATION

We differentiate by offering tailor-made travel experiences with the best combination of personal service, competence and pricing for our customers.

We are the fastest growing travel company for the quality oriented in the country.

Best of Scandinavia Incoming (BOS)

2953, Beitostølen, Norway

www.bosincoming.no

CONTACT INFORMATION

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Booking Manager

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CLIENTS

Tour operators, Travel agencies

PRODUCT RANGE

Leisure groups, Leisure FIT

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

EN, DE, NO, SE

ADDITIONAL INFORMATION

Specialist on FIT

Contrast Adventures
6600, Sunndalsøra, Norway
www.contrastadventure.no

CONTACT INFORMATION

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Manager
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CLIENTS

Tour operators

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

EN, NO

ADDITIONAL INFORMATION

Authentic adventures – our main activities are hiking, climbing, skiing, biking and sea kayak. We are looking for good accommodation with an unique atmosphere and excellent (home-made) food. In addition, we are constantly working on finding good transport

Easy Travel Norway

5059, Bergen, Norway

www.traveleasy.no

CONTACT INFORMATION

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Sales and Marketing

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Cellphone/direct : +47 45 51 68 57

CLIENTS

Tour operators, Travel agencies, Wholesalers, Transport companies, Incentive, conference & event agencies, Private clients

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups, Business FIT, Incentives, Conferences, Events, Seminars, Cruise, Technical visits, Luxury travel

SPECIALIZATION

Hiking & trekking tours, Fishing tours, High End

LANGUAGES SPOKEN AT THE OFFICE

English/Russian/Norwegian/Finnish

ADDITIONAL INFORMATION

Norwegian DMC company Easy Travel Norway is to your service. The company was founded in 2005. Over the years it has been providing services for thousands of tourists travelling to Norway, Sweden, Denmark, Finland and Baltic countries. The company has gained a reputation of a true and reliable partner. Driven by the principle "Quality is the best advertising" we have built a strong base of clients and partners. Our company was awarded by the certificate of quality AAA, which confirms the highest extent of credibility to the enterprise.

Elan Norway AS
3080, Holmestrand, Norway
www.escalaunord.com

CONTACT INFORMATION

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CLIENTS

Tour operators, Private clients

PRODUCT RANGE

Leisure groups, Leisure FIT, Cruise, Luxury travel

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

EN, FR, NO

ADDITIONAL INFORMATION

Organise during all the year for FIT and Groups in every part of Norway, discovering tour with activities (Nature Safari, Hiking, Cultural trips...)

Enjoy Travel
0484, Oslo, Norway
www.enjoy-travel.no

CONTACT INFORMATION

Mr Ole Holmestrand
Sales Manager
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CLIENTS

Private clients

PRODUCT RANGE

Leisure groups, Business groups, Conferences, Events, Seminars

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

English, Scandinavian

ADDITIONAL INFORMATION

We can arrange tailor made trips in Norway. Either you want to see the fiords, mountains, our beautiful coast or the arctic at the magival archipelago of Svalbard. We arrange trips after your wishes, or we can come up with a suggestion from one of our many different trips already arranged.

Exclusive Scandinavia
5700, Voss, Norway
www.exclusivescandinavia.no

CONTACT INFORMATION

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Owner/ manager
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CLIENTS

Tour operators, private clients,

PRODUCT RANGE

Leisure FIT, Superyachts, Luxury travel

SPECIALIZATION

Private and customized adventurous tours for the high-end market

LANGUAGES SPOKEN AT THE OFFICE

EN, NO

ADDITIONAL INFORMATION

We plan to operate in all Scandinavia soon and Northern Norway and Arctic is of special interest to us. Authentic experiences based on the local nature and culture is of special interest.

FRAM Arrangement AS

0330, Oslo, Norway

www.fram.as

CONTACT INFORMATION

Mr Jorn Jensen

General Manager

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Work phone : +47 22 44 31 41

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CLIENTS

Tour operators, Travel agencies, Incentive, conference & event agencies, Private clients

PRODUCT RANGE

Leisure groups, Business groups, Incentives, Conferences, Events, Seminars, Technical visits, Luxury travel

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

German, English, French and Norwegian

ADDITIONAL INFORMATION

FRAM Arrangement is a travel and event organizer based in Oslo, Norway. Our clients are international tour operators and event agencies as well as corporate clients in Norway and abroad. We have long and wide experience giving our clients positive and creative experiences they will remember. Our staff is Swiss & Norwegian. FRAM Arrangement was established in 2003..

Fred. Olsen Travel AS
0152, Oslo, Norway
www.fredolstravel.com

CONTACT INFORMATION

Ms Anne Wiers-Jenssen
Director of Sales
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CLIENTS

Incentive, Conference & Event Agencies

PRODUCT RANGE

Business groups, Incentives, Conventions ,Events, Cruise

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

EN, FR, IT, NO, SP

ADDITIONAL INFORMATION

Fred. Olsen Travel arranges Corporate Travel Programmes and Luxury Vacation Programmes throughout Norway and Spitsbergen.

Based in Oslo, we know Norway like our own backyard – be it the south, the fjords or the Arctic – working in excellent cooperation with our chosen suppliers.

As your DMC in Norway, we have a genuine passion for our line of business – a passion we love to share with our clients!

Our mission: To help make your client's travel dreams come true – and to create experiences that exceed their expectations!

Allow us the privilege of arranging your future trip to our destination.

Guide companiet
4003, Stavanger, Norway
www.guidecompaniet.no

CONTACT INFORMATION

Ms Wenche Hansen
Manager
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CLIENTS

Tour operators, Travel agencies, Transport companies, private clients, Incentive, Conference & Event Agencies

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups, Business FIT, Incentives, Conferences, Events, Cruise/Shore Excursions, Luxury Travel,

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

SP, EN, FR, DE, NO, RU

ADDITIONAL INFORMATION

We offer a great variety of services: guides, hosts, translators, shore excursions, tour programs all over Norway for groups as well as VIP and families who want something special.

Haman Scandinavia (Haman Group)

0663, Oslo, Norway

www.haman.no

CONTACT INFORMATION

Ms Michelle Smith

Head of Department

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Work phone : +47 22 94 13 79

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CLIENTS

Tour operators, Travel agencies

PRODUCT RANGE

Leisure FIT/Luxury travel

SPECIALIZATION

Tailor made tours and ready made tours, rail, self drive, active, high End.

Winter and Summer travel

LANGUAGES SPOKEN AT THE OFFICE

EN, NO, FR, DE

ADDITIONAL INFORMATION

Haman FIT department is located in Oslo and arranges all ground services to travelers from 1 and up to 15 pax. We offer all ground services throughout the Nordics. Our markets are world-wide and therefore we can sell just about anything. We specialise in travel during Winter and Summer and focus on tailor made tours.

Hvitserk AS
0274, Oslo, Norway
www.hvitserk.com

CONTACT INFORMATION

Ms Marit Vidnes
Sales and marketing
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CLIENTS

Tour operators

PRODUCT RANGE

Leisure FIT

SPECIALIZATION

Trekking & hiking tours

LANGUAGES SPOKEN AT THE OFFICE

EN, NO

ADDITIONAL INFORMATION

Hvitserk is Norway's leading provider of expeditions and adventure holidays. We offer nature based tours – trekking, skiing, and kayaking.

Iconic Norway
6390, Vestnes, Norway
www.iconic-norway.com

CONTACT INFORMATION

Mr Lars Baltzersen
Managing Director
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CLIENTS

Private Clients, Incentive, Event agencies, Travel agencies

PRODUCT RANGE

Leisure groups, Leisure FIT, Business FIT, Incentives, Events

SPECIALIZATION

High End tailored travel adventures

LANGUAGES SPOKEN AT THE OFFICE

English, Spanish

ADDITIONAL INFORMATION

Iconic Norway offers tailored travel adventures in Norway.

Merlot Reiser
0158, Oslo, Norway
www.merlot.no/en

CONTACT INFORMATION

Ms Laura Azarrelli
Product Director
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CLIENTS

Tour operators, Travel agencies, Private clients

PRODUCT RANGE

Leisure groups, Leisure FIT

SPECIALIZATION

Hiking , biking & trekking tours,

LANGUAGES SPOKEN AT THE OFFICE

EN, NO, DE, FR, IT, SP

ADDITIONAL INFORMATION

Merlot Reiser is a tour operator specialized in bicycle and hiking tours for age group 40 - 80, both in Europe and Norway. We operate The Oslo Fjord bicycle tour with easy terrain and 40-50 kms a day with baggage transportation.

Miki Travel Oslo AS
1337, Sandvika, Norway
www.miki.co.uk

CONTACT INFORMATION

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General Manager
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Cellphone/direct : +47 67 56 61 80

CLIENTS

Tour operators / Travel Agencies, Conferences and Incentive tours

PRODUCT RANGE

Leisure groups,Business groups,Business FIT,Technical visits

SPECIALIZATION

Leisure, Incentive, Technical Visits

LANGUAGES SPOKEN AT THE OFFICE

EN, JP, NO, Mandarin, Cantonese, Malaysian,

ADDITIONAL INFORMATION

Miki travel is an incoming tour operator for groups and FIT from mainly Japan, China and SEA. The office in Sandvika is responsible for Norway, Swede, Finland, Denmark and Iceland. Even if most of our business is by groups; the number of FIT travels increase every year.

Moment Norway
9008, Tromsø, Norway
www.momentnorway.no

CONTACT INFORMATION

Ms Ida Rishaug
Managing Director
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CLIENTS

Tour operators, Travel agencies, Incentive groups, whole salers, private clients (luxury, VIP, high-end),
Conference & Event Agencies

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups, Business FIT, Incentives, Conferences, Events, Luxury travel

SPECIALIZATION

Unique adventures, soft and hard activities, full programs, winter and summer groups

LANGUAGES SPOKEN AT THE OFFICE

EN, NO

ADDITIONAL INFORMATION

We tailor make activities and programs for high-end clients and MICE segment. Looking for anything out of the box, specialty lodging/accommodation, good hotels, special venues, cool activities, authentic experiences etc.

Moment Norway will provide meaningful moments, based on interpersonal encounters and experiences in powerful nature.

We design authentic, high-quality experiences in Northern Norway for companies and individuals from all over the world. In order to meet our customer's needs, we design tours, programs and events in collaboration with the customer, and together we create unforgettable moments.

Our goal is to provide our guests with authentic and unforgettable experiences. We do this by specifically emphasizing personality and authenticity when we design experiences. By focusing on creating bonds between the guest and the local enthusiasts on site, we are creating a different and unique way to experience. Moreover, with nature as our playground, we engage our guests to take an active part in the local culture through interaction and participation.

Nordic Tours Norge AS

3440, Røyken, Norway

www.nordictours.no

CONTACT INFORMATION

Mr Rob Mulder

Senior Manager

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Cellphone/direct : +47 32 23 43 30

CLIENTS

Tour operators, wholesalers

PRODUCT RANGE

Leisure groups, Leisure FIT

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

Danish, Dutch, English, French, German, Italian, Norwegian, Portuguese

ADDITIONAL INFORMATION

Norske Bygdeopplevelser
2602, Lillehammer, Norway
www.norske-bygdeopplevelser.no

CONTACT INFORMATION

Ms Borghild Krossli
Managing Director
Email : info@norske-bygdeopplevelser.no
Work phone : +47 917 25 200
Cellphone/direct : +47 90 60 84 34

CLIENTS

Tour operators, Travel agencies, Private clients

PRODUCT RANGE

Leisure groups, Leisure FIT

SPECIALIZATION

Trekking/hiking tours, biking, skiing

LANGUAGES SPOKEN AT THE OFFICE

EN, DE, NO

ADDITIONAL INFORMATION

Norske Bygdeopplevelser is a local Norwegian Incoming Tour operator with extensive knowledge and experience in organising skiing, cycling and hiking tours all over Norway. We were founded in 1998 and are run by staff that are passionate about activity holidays.

Biking - we organize self - guided bicycle tours with luggage transport for individual and groups in North of Norway such as Lofoten, Arctic Coast from Tromsø to Svolvær, the island Senja and the Coast of Helgeland.

Fjord Norway - Sunnhordland and Hardanger starting and ending in Bergen.

Fjell-Norway - Rallarvegen and Valdres.

Hiking with luggage transport from hotel to hotel - self guided or with guide.

Peer Gynts Kingdom (north of Lillehammer), Rondane National Park and Dovrefjell National Park / Pilgers Trail and the valley Aurlandsdalen with fjordcruise. We tailor make tours for groups to Pilgers trail / Olavs weg between Oslo and Trondheim or round trips in Fjord-Norway and North-Norway.

Ski from hotel to hotel, individually or in groups. Tours available with luggage transport and with or without a guide.

Trail - Lofoten from Reppøen to Lillehammer 100 km, Peer Gynt Lofoten 60 km from Fausdal to

Norwegian Adventures AS
0258, Oslo, Norway
www.norwegian-adventures.com

CONTACT INFORMATION

Mr Jan Sortland
Managing Director
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Work phone : +47 22 44 17 00
Cellphone/direct :+47 97 13 52 72

CLIENTS

Travel agencies, Private Clients

PRODUCT RANGE

Leisure groups,Leisure FIT,Luxury travel

SPECIALIZATION

High-End segment

LANGUAGES SPOKEN AT THE OFFICE

English, Norwegian, Spanish

ADDITIONAL INFORMATION

Norwegian Adventures AS creates tailor made packages in Norway and the rest of the Nordic countries for deluxe clients. We facilitate unique and authentic experiences for quality minded, adventure seeking visitors. We will take care of all the details of your or your clients' trip; from the arrival and all through the entire vacation making sure you have a seamless and hassle free vacation.

Pure Norway
2815, Gjøvik, Norway
www.pure-norway.com

CONTACT INFORMATION

Mr Sebastien Blanc
Director of Sales
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CLIENTS

Tour operators, Transport companies, Travel agents

PRODUCT RANGE

Leisure groups, Leisure FIT

SPECIALIZATION

Round trips, Active holidays, Shore excursions

LANGUAGES SPOKEN AT THE OFFICE

EN, FR, SPA, NO, DK

ADDITIONAL INFORMATION

We offer tours for groups and individuals, and our products include elements of culture, nature, activities and local food.

Robinson Scandinavia AS
2821, Gjøvik, Norway
www.robinsonscandinavia.com

CONTACT INFORMATION

Ms Nina Kvaalen
Contracting Manager
Email : nina@robinson.no
Work phone : +47 61 10 81 50
Cellphone/direct : +47 61 10 81 65

CLIENTS

Tour operators, Travel agencies, Transport companies

PRODUCT RANGE

Leisure groups

SPECIALIZATION

Round trips, base trips, culture, nature, city breaks

LANGUAGES SPOKEN AT THE OFFICE

DK, EN, FR, DE, IT, NO

ADDITIONAL INFORMATION

Robinson Scandinavia is one of the major incoming tour operators for Scandinavia and Finland. We operate as a wholesaler and our clients are professionals of the tourist industry, such as tour operators, travel agencies and transport companies.

Terra Nova Scandinavia (Haman Group)

0663, Oslo, Norway

www.terrano.no

CONTACT INFORMATION

Mr Franck Vogt

Director of Sales and Operations

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CLIENTS

Tour operators, Travel agencies

PRODUCT RANGE

Leisure groups, Leisure FIT

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

EN, FR, IT, NO

ADDITIONAL INFORMATION

Terra Nova Scandinavia is part of the Haman Group, probably the best incoming travel group in Norway! Our vision is to become the leading incoming tour operator in Scandinavia. With this aim we work every day to create holidays available to all our client

The Travel Designer
5017, Bergen, Norway
www.thetraveldesigner.com

CONTACT INFORMATION

Ms Christine Cecilie Gaffney
Owner / General Manager
Email : christine@thetraveldesigner.com
Work phone : +47 98 28 19 17
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CLIENTS

Travel agencies, tour operators, wholesalers, direct clients.

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups, Business FIT, Cruise, Luxury travel

SPECIALIZATION

High-end, customized tours.

LANGUAGES SPOKEN AT THE OFFICE

EN, FR, NO, ES

ADDITIONAL INFORMATION

As a Virtuoso On-Site and a Signature Destination Specialist, we invite travelers to experience our private, custom-designed journeys, blissfully released from mass tourism. Winter, spring, summer or fall, we always aim to exceed our guests' expectations and are dedicated to creating the journey of a lifetime – every time.

Try Norway AS
3003, Drammen, Norway
www.trynorway.no

CONTACT INFORMATION

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Managing Director
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Cellphone/direct : +47 90 99 28 02

CLIENTS

Tour operators, Incentive, Conference & Event Agencies

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups, Incentives, Conferences, Events

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

EN, NO

ADDITIONAL INFORMATION

Tumlare Corporation AS

0179, Oslo, Norway

www.tumlare.com

CONTACT INFORMATION

Ms Ingunn Sakshaug

Destination Manager Norway & Iceland

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CLIENTS

Tour operators, Incentive, Conference & Event Agencies

PRODUCT RANGE

Leisure groups, Leisure FIT, Business groups, Incentives, Conferences, Events, Technical visits

SPECIALIZATION

LANGUAGES SPOKEN AT THE OFFICE

EN, NO, DE, IS, JP, ES

ADDITIONAL INFORMATION

Established in 1972, Tumlare has been providing a personalised and outstanding travel experience and complete satisfaction for all its clients for over 44 years. Tumlare's European presence is unequalled, with

20 Destination Offices located in the hearts of the major European capitals. Our passionate and professional staff excels in their destination knowledge and creativity, which makes us a leading Destination Management Company with a reputation for providing the highest quality products and services

Up Norway
1152, Oslo, Norway
www.upnorway.com

CONTACT INFORMATION

Ms. Torunn Tronsvang
Managing Director
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CLIENTS

Private clients

PRODUCT RANGE

Leisure FIT, Business FIT, Luxury travel

SPECIALIZATION

Hiking & trekking tours, Biking tours, Fishing tours, High End

LANGUAGES SPOKEN AT THE OFFICE

English, German, Russian, Norwegian

ADDITIONAL INFORMATION

Up Norway is for anyone who wants to travel independently, yet secure in the knowledge that one can easily reach a competent insider if needed. In the same way dating sites match up partners according to their tastes and interests, Up Norway will match travellers with the perfect trip. We specialize in 6 areas: Musical Magic, Coastal Roaming, Scenic Routes to Nordic Wonders (self-drive), Tasteful Trips, The Great Outdoors and Two Wheels Good.

ZINIRY
0452, Oslo, Norway
www.ziniry.com

CONTACT INFORMATION

Mr. Helge T. Zimmer
Managing Director
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Cellphone/direct :+47 41 82 31 50

CLIENTS

Travel agencies, Incentives, Conference & Event agencies, Direct clients

PRODUCT RANGE

Small high-end groups, within business, incentives or leisure, that demands uniqueness, private programs and a very high level of service and tailoring.

SPECIALIZATION

Private high-end trips for small groups

LANGUAGES SPOKEN AT THE OFFICE

English, Norwegian

ADDITIONAL INFORMATION

ZINIRY is a small niche company that delivers few but very specialised and tailored trips in Norway and Europe. Our clients are corporate, but also leisure groups that wants something unique and private.

50 Degrees North
2637, Øyer, Norway
www.fiftydegreesnorth.com

CONTACT INFORMATION

Ms Satu Vänskä-Westgarth
Nordic Manager
Email : svw@fiftydegreesnorth.com
Work phone : +47 21 04 01 00
Cellphone/direct : +47 90 98 35 51

CLIENTS

Tour operators, Travel agencies, Wholesalers, Private clients

PRODUCT RANGE

Leisure groups, Leisure FIT, Business FIT, Cruise, Technical visits, Luxury travel

SPECIALIZATION

Hiking & trekking tours, Biking tours, High End

LANGUAGES SPOKEN AT THE OFFICE

Norwegian, Finnish, English, German, Dutch and Swedish.

ADDITIONAL INFORMATION

50 Degrees North specializes in holiday travel to Norway, Scandinavia, Finland, Iceland, Greenland, the Arctic and Russia. Our owners and staff are all Scandinavians with great local networks and in-depth knowledge of the region. This has helped us build strong relationships with local suppliers and allows us to offer competitive rates and superior customer care. Our tours showcase the best of Scandinavia and the Nordic region. Our Destination Specialists will find the most unique and intriguing local experiences for you - be it a thrill of a husky sleigh ride through snow-covered forest, cruising the stunning Norwegian fjords, admiring the northern lights in the warmth of a glass igloo, exploring the amazing Lofoten Islands on bicycle or meeting Santa Claus in his forest hide-out. We are also a Virtuoso preferred tour supplier. Let us know what you are after and we'll get to work!