

TRAVEL TRADE · PARTNER KIT 2027

AUTHENTIC MEXICO, ONE BITE AT A TIME

Everything your team needs to quote and book Eating With Carmen Food Tours in 2027: how we work with partners, trade rates, private tours and groups, and the full portfolio with a product sheet for every tour.

2017	9	44,000+	4.9 ★	Top 1%
Founded in Playa del Carmen	Destinations across Mexico	Travelers hosted	7,000+ verified reviews	Tripadvisor Best of the Best 2026

INSIDE THIS KIT

1. How to work with us: booking, cut-offs, payment, cancellation, transport and gratuities
2. 2027 trade rates for shared tours (20% below public rates)
3. Private tours and groups: minimum price by season
4. The 2027 portfolio: 20 tours, each linked to its product sheet, photos and video

PARTNERS WHO SEND US THEIR TRAVELERS

Among many DMCs, tour operators and travel advisors in Mexico, Europe and North America.

Rutopia · MEXPLORER TRAVEL & EVENTS · Passion Travels · THE JOURNEY GROUP · ANYWHERE · Routa

info@eatingwithcarmen.com · WhatsApp +52 984 310 7514

HOW TO WORK WITH US

ONE SUPPLIER, NINE DESTINATIONS, ONE MESSAGE TO BOOK

Every tour runs in English or Spanish, rain or shine, with a local guide and small groups. One reservations team in Mexico looks after your clients from the booking to the last bite.

HOW TO BOOK

Email or WhatsApp us the date, tour, time, lead guest, number of guests (adults, children, infants), language and any dietary needs. Written confirmation with the meeting point goes to the address you choose.

CUT-OFF TIMES

Morning tours book until 8 pm the day before. Afternoon tours book until 12 pm the same day. Groups of 20 or more need 7 days' notice.

TRADE RATES

Partners book at a net rate 20% below our public rates, across the whole catalog, and set their own selling price. Rates in MXN, before 16% VAT (added only when an invoice is required).

PAYMENT

Paid in full before the tour, by card payment link in any currency or by bank transfer in Mexican pesos.

CANCELLATION

Shared tours: full refund up to 24 hours before. Private tours: 90% refund or one date change at more than 21 days, 70% at 8 to 21 days, no changes within 7 days.

PRIVATE TOURS AND GROUPS

Any tour runs privately at your client's time, from 8 guests (November to April) or 5 guests (May to October). Larger groups run as simultaneous departures with one guide per 10 to 12 guests.

TRANSPORT

We can arrange transport for your clients in every destination at an extra cost, quoted on request. In Cancún, hotel pickup from the Hotel Zone runs on Tuesdays and Saturdays.

GRATUITIES

Not included in our rates. For groups and private tours we suggest an optional 15% guide gratuity on the public rate, not commissionable. It is a suggestion, never a requirement: if you prefer, leave it out of your quote.

FAMILIES, DIETS AND ACCESSIBILITY

Child rate for ages 5 to 11, infants 0 to 4 join free. Vegetarian on every tour, gluten-free on most, and a 100% vegan tour in Playa del Carmen. Tell us at booking and the guide adapts the route.

YOUR PARTNER TOOLKIT

Partner folder (Google Drive) →
Product sheets, photos and videos of every tour, always up to date

Travel trade page →
eatingwithcarmen.com/travel-trade

Booking, payment and cancellation policies →
Full terms in English (Spanish version in the partner folder)

2027 presentation →
The portfolio as a slide deck, to share with your team

Ready to book or to quote a group?

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TRADE RATE SHEET · 2027

2027 TRADE RATES · SHARED TOURS

Valid for bookings made from December 1, 2026 for tours from January 1, 2027. Bookings confirmed before December 1, 2026 keep 2026 rates. MXN per person, before 16% VAT.

DESTINATION	TOUR	PUBLIC ADULT	PUBLIC CHILD	NET ADULT	NET CHILD	PER GUIDE	GROUP MAX
FOOD TOURS · ABOUT 3 HOURS · 6 TO 7 TASTING STOPS							
Playa del Carmen	**Playa del Carmen Food Tour**	1,390	1,250	**1,112**	**1,000**	12	72
Playa del Carmen	**Playa del Carmen Vegan Food Tour**	1,430	1,320	**1,144**	**1,056**	10	60
Tulum	**Tulum Food Tour**	1,480	1,360	**1,184**	**1,088**	12	48
Cancún	**Cancun Food Tour**	1,290	1,160	**1,032**	**928**	12	36
Puerto Morelos	**Puerto Morelos Food Tour**	1,290	1,160	**1,032**	**928**	12	36
Cozumel	**Cozumel Food Tour**	1,290	1,160	**1,032**	**928**	12	On request
Mérida	**Merida Food Tour**	1,190	1,060	**952**	**848**	10	50
Mexico City	**Coyoacan Food Tour**	1,550	1,440	**1,240**	**1,152**	10	30
Mexico City	**Mexico City Historic Center Food Tour**	1,450	1,300	**1,160**	**1,040**	10	30
Cabo San Lucas	**Cabo San Lucas Food Tour**	1,420	1,330	**1,136**	**1,064**	12	24
San José del Cabo	**San Jose del Cabo Food Tour**	1,420	1,330	**1,136**	**1,064**	12	24
SEAFOOD & BEER TOURS · ABOUT 3 HOURS · 4 STOPS							
Playa del Carmen	**Playa del Carmen Seafood & Beer Tour**	1,740	1,640	**1,392**	**1,312**	10	60
Tulum	**Tulum Seafood & Beer Tour**	1,690	1,590	**1,352**	**1,272**	10	40
Cabo San Lucas	**Cabo San Lucas Seafood & Beer Tour**	1,690	1,590	**1,352**	**1,272**	12	24
San José del Cabo	**San Jose del Cabo Seafood & Beer Tour**	1,690	1,590	**1,352**	**1,272**	12	24
SPECIALTY AND MARKET TOURS							
Playa del Carmen	**Gourmet Food & Tequila Tasting Tour (adults)**	3,490	–	**2,792**	**–**	8	48
Mérida	**Yucatán Grand Table: 7-Course Dinner (12+)**	2,490	–	**1,992**	**–**	n/a	120
Mérida	**Yucatán Grand Table with drink pairing (18+)**	3,490	–	**2,792**	**–**	n/a	120
Mérida	**Merida Market Food Tour**	800	750	**640**	**600**	10	50
Mexico City	**San Juan Market Exotic Food Tour**	950	890	**760**	**712**	10	30
Mexico City	**Coyoacan Market Food Tour**	950	890	**760**	**712**	10	30
WITH HOTEL PICKUP · TUESDAYS AND SATURDAYS							
Cancún	**Cancun Food Tour with Hotel Pickup (Hotel Zone)**	1,690	1,560	**1,432**	**1,328**	12	On request

Net rate = 20% below the public rate. Children are 5 to 11; infants 0 to 4 join free. Adults from 12.

Seafood & Beer tours include a local beer at each stop for guests 18+; younger guests get soft drinks.

Gratuities are not included. For groups and private tours we suggest an optional 15% on the public rate, not commissionable; you can leave it out of your quote.

Group max is the largest group we host in simultaneous departures, subject to guide availability. Groups of 20+ book 7 days ahead.

Hotel pickup (Cancún): the 20% applies to the tour; transport is MXN 400 per guest, not discounted. Minimum 2 guests per booking.

Transport in any destination can be arranged at an extra cost, quoted on request.

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TRADE RATE SHEET · 2027

PRIVATE TOURS AND GROUPS

Any tour runs privately, with the same guides, stops and tastings, at the time your client chooses. Minimum price for the whole private tour, MXN before 16% VAT.

TOUR	HIGH SEASON · PUBLIC (MIN. 8 GUESTS)	HIGH SEASON · NET	LOW SEASON · PUBLIC (MIN. 5 GUESTS)	LOW SEASON · NET
Playa del Carmen Food Tour	11,120	**8,896**	6,950	**5,560**
Playa del Carmen Vegan Food Tour	11,440	**9,152**	7,150	**5,720**
Playa del Carmen Seafood & Beer Tour	13,920	**11,136**	8,700	**6,960**
Gourmet Food & Tequila Tasting Tour	27,920	**22,336**	17,450	**13,960**
Tulum Food Tour	11,840	**9,472**	7,400	**5,920**
Tulum Seafood & Beer Tour	13,520	**10,816**	8,450	**6,760**
Cancun Food Tour	10,320	**8,256**	6,450	**5,160**
Puerto Morelos Food Tour	10,320	**8,256**	6,450	**5,160**
Cozumel Food Tour	10,320	**8,256**	6,450	**5,160**
Merida Food Tour	9,520	**7,616**	5,950	**4,760**
Merida Market Food Tour	6,400	**5,120**	4,000	**3,200**
Yucatán Grand Table (no alcohol)	19,920	**15,936**	12,450	**9,960**
Yucatán Grand Table with drink pairing	27,920	**22,336**	17,450	**13,960**
Coyoacan Food Tour	12,400	**9,920**	7,750	**6,200**
Mexico City Historic Center Food Tour	11,600	**9,280**	7,250	**5,800**
San Juan Market Exotic Food Tour	7,600	**6,080**	4,750	**3,800**
Coyoacan Market Food Tour	7,600	**6,080**	4,750	**3,800**
Cabo San Lucas Food Tour	11,360	**9,088**	7,100	**5,680**
Cabo San Lucas Seafood & Beer Tour	13,520	**10,816**	8,450	**6,760**
San Jose del Cabo Food Tour	11,360	**9,088**	7,100	**5,680**
San Jose del Cabo Seafood & Beer Tour	13,520	**10,816**	8,450	**6,760**

High season: November 1 to April 30, minimum price equals 8 adults. **Low season:** May 1 to October 31, minimum price equals 5 adults.

Cancellation: 90% refund or one date change at more than 21 days; 70% refund at 8 to 21 days; no refunds or changes within 7 days. Group size can be reduced up to 8 days before.

Additional guests from the 9th (high season) or the 6th (low season) pay the tour's per-person rate (public, or net for partners).

Gratuities and transport: optional 15% guide gratuity suggested on the public rate (not commissionable, can be left out of your quote); transport at an extra cost, quoted on request.

Quotes for groups, offsites and incentives

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THE 2027 PORTFOLIO

20 TOURS, 9 DESTINATIONS

Tap any tour to open its product sheet: route, tastings, meeting point, group size, what is included, dietary options and booking details, in English and Spanish, with links to photos and video.

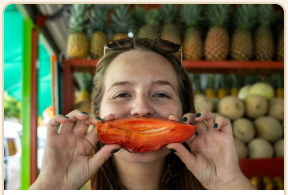


PLAYA DEL CARMEN

Playa del Carmen Food Tour

3 hours · 6 to 7 stops

Product sheet →



PLAYA DEL CARMEN

Playa del Carmen Vegan Food Tour

3 hours · 4 stops

Product sheet →



PLAYA DEL CARMEN

Playa del Carmen Seafood & Beer Tour

3 hours · 4 stops

Product sheet →



PLAYA DEL CARMEN

Gourmet Food & Tequila Tasting Tour

4 hours · 4 gourmet restaurants

Product sheet →



TULUM

Tulum Food Tour

3 hours · 6 to 7 stops

Product sheet →



TULUM

Tulum Seafood & Beer Tour

3 hours · 4 stops

Product sheet →



PUERTO MORELOS

Puerto Morelos Food Tour

3 hours · 7 stops

Product sheet →



CANCÚN

Cancun Food Tour

3 hours · 7 stops

Product sheet →



COZUMEL

Cozumel Food Tour

About 3 hours · 5 stops

Product sheet →



MÉRIDA

Merida Food Tour

3 hours · 7 stops

Product sheet →



MÉRIDA

Merida Market Food Tour

90 minutes · 4 stops

Product sheet →



MÉRIDA

Yucatán Grand Table

2 hours · 7 courses

Product sheet →



MEXICO CITY

Mexico City Historic Center Food Tour

3 hours · 7 stops

Product sheet →



MEXICO CITY

Coyoacan Food Tour

3 hours · 7+ stops

Product sheet →



MEXICO CITY

Coyoacan Market Food Tour

90 minutes · 4 stops

Product sheet →

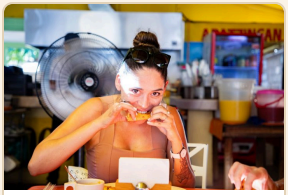


MEXICO CITY

San Juan Market Exotic Food Tour

90 minutes · 4 market stalls

Product sheet →

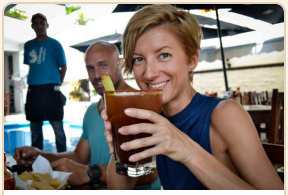


CABO SAN LUCAS

Cabo San Lucas Food Tour

3 hours · 6 stops

Product sheet →



CABO SAN LUCAS

Cabo San Lucas Seafood & Beer Tour

3 hours · 4 stops

Product sheet →



SAN JOSÉ DEL CABO

San Jose del Cabo Food Tour

3 hours · 7 stops

Product sheet →



SAN JOSÉ DEL CABO

San Jose del Cabo Seafood & Beer Tour

3 hours · 4 stops

Product sheet →