American Ring Travel (ART) has been at the forefront of the US packaged travel business since its inception in the 1980’s. As a Receptive Tour Operator, ART primarily designs and markets several dozen escorted motor-coach tour products throughout the USA and Canada. ART guarantees and operates, its own German language seat-in-coach departures, as well as, operating several private label programs in a multitude of languages based on a clients specific needs and requirements. The destinations, as well as, the standard of service can and do vary based on each clients individual budget and needs. Our diversified clientele include some of the largest wholesale tour companies around the world. As a B2B provider of packaged travel services, we contract with various suppliers including accommodations, meals, local tours/admissions, guides and transportation. You can rest assured that our negotiated rate will be based on volume (often over your need dates) and will always be confidential and opaque.

How would you classify your business?
Inbound/Receptive Operator

Type of Business:
Customized, Group, Leisure, Scheduled

Types of Travel:
Leisure: Vacation/Holiday

Average Size of Booking:
Groups – 10 to 49 pax
Groups – 50 to 99 pax

Percentage of business that is Business-to-Business: 100%

Annual Sales Revenue:
Significant

Percentage of business that is international inbound to the U.S.: 99%

Number of Annual USA Travelers Generated:
6,000 pax & up

Estimated Average Revenue per USA Traveler:
USD $1,000 to $2,999

Number of Years conducting international inbound travel to the USA: 30+

Two Highest Performing Quarters:
Q2 Apr to Jun
Q3 Jul to Sep

Types of Products Purchased:
Accommodations
Transportation
Dining

How are you working with hotels/suppliers?
Mainly group rates over a set day of week pattern

Types of Packages Offered:
Cultural/Historical Tours
Custom Tours (Shopping, Sports, Luxury, Culinary)
Study/Language Immersion Tours
Adventure/Outdoor Tours

USA Destinations Served:
Entire United States
Top 5 Markets Served:
Germany
Netherlands
United Kingdom
Denmark
Belgium

Languages Offered:
German, Dutch, Danish, Flemish, and various others

What is Trending in 2020?
Small group, more social and immersive experiences

What are you looking for at the 2020 Summit?
Connecting with new suppliers