

INBOUND OPERATOR PROFILE

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Company name: Go West Tours
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Organization description:

Go West Tours started out of a passion for the American West and with the vision to share that passion with other people: avid explorers as well as more relaxed vacationers. Our destination expertise grew throughout the years and now includes the United States and Canada. We customize products for Leisure and Incentive Groups, as well as individual clientele (FITs). These are sold only through travel professionals, such as Travel Agencies and Tour Operators. With 30 years of experience and offices in three continents, we are now one of the most recognized Destination Management Companies and Tour Operators for the North American destinations.

Business classification:

- Wholesaler Inbound/Receptive Tour Operator Bed Bank DMC

Type of travelers (check all that apply):

- Group (Average size of group: _____) Leisure Scheduled
 Customized Corporate MICE
 FIT Students

Percentage of business that is:

100% B2B - Business-to-Business
_____ B2C - Business-to-Consumer
_____ Other:

Percentage of business that is international inbound to the U.S.: 100%

Estimated number of room nights for 2022: 110,000

Percentage of tour/hotel types utilized by your travelers:

- Budget/Economy Standard/Moderate First Class/Superior Luxury/Deluxe

Number of years conducting international inbound travel to the U.S.: 30

Percentage of travelers during:

5 Winter 25 Spring 35 Summer 35 Fall

Product and package overview: types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Other: _____

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates
- Connectivity
- Other: _____

Types of packages offered:

- Cruise Holidays
- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- Medical/Wellness Travel
- National Parks
- Religious Travel
- Student/Language Immersion Tours
- Adventure/Outdoor Tours

U.S. destinations served:

- Entire United States
- PACIFIC (Alaska, California, Hawaii, Oregon, Washington)
- WEST (Colorado, Idaho, Montana, Nevada, North Dakota, South Dakota, Utah, Wyoming)
- SOUTHWEST (Arizona, New Mexico, Oklahoma, Texas)
- MIDWEST (Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Nebraska, Ohio, Wisconsin)
- SOUTHEAST (Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, Tennessee, Virginia, Washington, DC, West Virginia)
- NORTHEAST (Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont)
- USA TERRITORIES (American Samoa, Guam, Northern Mariana Islands, Puerto Rico, U.S. Virgin Islands)

Top markets served (countries of origination):

Western & Central Europe, Latin America, Australia, New Zealand

What are you looking for from Suppliers/DMOs in 2022/2023:

Tier Pricing, best possible rates, excellent client customer satisfaction, some understanding of international inbound business/needs.