

INBOUND OPERATOR PROFILE

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Organization description:

Tour operator for inbound tour programs from Japan. We handle approximately 70,000 passengers to destinations across the U.S. FIT/Group ratio is 50/50.

Business classification:

- Wholesaler Inbound/Receptive Tour Operator Bed Bank DMC

Type of travelers (check all that apply):

- Group
(Average size of group: 50) Leisure Scheduled
 Customized Corporate MICE
 FIT Students

Percentage of business that is:

50 B2B - Business-to-Business
50 B2C - Business-to-Consumer
_____ Other:

Percentage of business that is international inbound to the U.S.: 90%

Estimated number of room nights for 2022: TBA

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.: 58

Percentage of travelers during:

20 Winter 20 Spring 30 Summer 30 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):

Japan

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