

## INBOUND OPERATOR PROFILE

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Company name: Southwest Adventure Tours  
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Social links:

### Organization description:

As a Destination Management Company and Tour Operator, we provide tours for individuals and groups through the Great American Southwest. We focus on conducting sightseeing, photography, and adventure tours. Our specialty is small group experiences - usually between 14 and 25 passengers. We offer a wide range of multi-day tours and day tours from Las Vegas, Phoenix, Salt Lake City, and other local areas adjacent to the National Parks. From lodge & hotel based tours to camping & backpacking, we can provide you with unique itineraries and opportunities.

### 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:

30 B2B - Business-to-Business  
70 B2C - Business-to-Consumer  
\_\_\_\_\_ Other:

Percentage of business that is international inbound to the U.S.: 10

Estimated number of room nights for 2022: 2000

### 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.: 8

**Percentage of travelers during:**

10 Winter   30 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):**

United States, Canada, United Kingdom, France, Germany, Australia, New Zealand, Italy, Spain, Japan

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

More services to offer.