

## INBOUND OPERATOR PROFILE

Name: Peter van Berkel  
Company name: Travalco USA, Inc.  
Address: Mail: 500 S. Federal Hwy., Suite 4287  
City, State, Zip : Hallandale Beach, FL 33009  
Phone number: 305.866.5555  
Email address: pvanberkel@travalco.com  
Company website: www.travalco.com  
Social links: <https://www.linkedin.com/company/travalco-usa-inc>

### Organization description:

Full range inbound operator offering more than 150 flexible self-drive programs for North America with market-leading documentation in eight languages and multiple information formats. Large number of directly contracted hotels, experiences and FIT services through Web and XML-based interfaces. Very well established seat-in escorted tour program from many gateways as well as group tours and ad-hoc program for leisure and MICE.

### Business classification:

- Wholesaler       Inbound/Receptive Tour Operator       Bed Bank       DMC

### Type of travelers (check all that apply):

- Group (Average size of group: 35)       Leisure       Scheduled  
 Customized       Corporate       MICE  
 FIT       Students

### Percentage of business that is:

100 B2B - Business-to-Business  
0 B2C - Business-to-Consumer  
\_\_\_\_\_ Other:

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

Estimated number of room nights for 2022: \_\_\_\_\_

### 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.: 37

**Percentage of travelers during:**

10 Winter   20 Spring   50 Summer   20 Fall

**Product and package overview: types of products purchased:**

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Other: All land arrangements

**How do you contract with hotels/suppliers:**

- Group Rates
- Static Rates
- Connectivity
- Other: Hybrid rate programs

**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):**

All continents - 50 inbound markets with a focus on European Visa waiver countries

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

Keeping the long view that Inbound travel markets will be coming back strong with very advantageous travel and spending patterns. Covid inflated domestic demand for USA product will taper off quickly once international destinations targeting USA Source markets will open again and restrictions / inconveniences will be lifted.