

CAPITAL REGION USA

WASHINGTON, DC · MARYLAND · VIRGINIA

International Inbound Travel Association (IITA) Summit Lead Report Memphis, TN - February 12-14, 2024

Click the triangle by the company name to expand or collapse contact info, profile, and what's trending.

Notes from IITA are highlighted in gray to quickly locate.

Tour America LLC; Gloria Lan, President

Gloria Lan

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Profile: Tour America LLC is an international inbound tour operator, established in 1997, with a team of experienced and professional multi-lingual staff. We specialize in leisure travel (customized groups and F.I.T. packages), MICE (Meetings, Incentive, Conventions and Exhibitions), all business hospitality arrangements and Student groups. Our markets cover Asia/Pacific region especially Southeast Asia, Indo-China countries, Japan and Greater China. We have offices in Los Angeles, New York, Tokyo and Jakarta.

Business classification:

- Wholesaler
- Inbound/Receptive Tour Operator
- DMC

Type of travelers:

- Group (average size: 25)
- Customized
- Leisure
- Corporate
- FIT
- MICE
- Students

Percentage of business that is:

- 95% B2B – Business-to-Business
- 5% B2C – Business-to-Consumer

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

Estimated number of room nights for 2023: 10,000+

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.: 27

Percentage of travelers during:

- Winter: 35%
- Spring: 25%
- Summer: 15%
- Fall: 25%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Student Programs

How do you contract with hotels/suppliers:

- Static Rates

Types of packages offered:

- 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

Languages Offered:

English, Chinese, Japanese, Indonesian Bahasa, Philippines Tagalog

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Japan, Indonesia, Singapore, Malaysia, Philippines, Thailand, China, Hong Kong, Taiwan, India, Sri-Lanka, Vietnam, Canada, Australia

What's Trending:

Private customized small groups with longer stays. Both leisure collective group tours and FIT have increased interest in destinations like the National Parks and the southern states, other than the major gateways or popular cities. Corporate and MICE groups have returned.

Appointment Notes

Tour America is doing more groups and bus tours. CRUSA is a key location on their tours. Typical route is NY-Philly- DC (overnight in Alexandria, Fairfax, or Arlington) - Harrisburg - Niagara - MA - NY. Looking for hotels in MD close to DC. Hotels need to offer motorcoach parking.

What are you looking for from Suppliers/DMOs in 2024/2025:

1. Popular & new itineraries
2. Lead of update hotels, transportation companies, dining, attractions & local tour guide service
3. Student & education programs for international high school & college students
4. Technical visit & education programs for professionals

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Profile: TourMappers is a full-service Inbound Operator, established in 1987. Our FIT program offers a vast selection of independent hotels and boutique lodging from intimate B&Bs and inns, lodges and ranches, to unique city properties and luxury resorts. Our packaged self-drive itineraries are inclusive of attractions and excursions and may be customized for our clients' program. All availability and rates are live and bookable through our web-based booking system or through XML connectivity.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Customized

- Leisure
- FIT
- Corporate

Percentage of business that is:

- B2B – Business-to-Business 100%

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

Estimated number of room nights for 2023: 40,000

Hotel types utilized by your travelers:

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

Number of years conducting international inbound travel to the U.S.: 35+

Percentage of travelers during:

- Winter: 5%
- Spring: 25%
- Summer: 30%
- Fall: 40%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Transportation

How do you contract with hotels/suppliers:

- Static Rates
- Connectivity

Types of packages offered:

- Cruise Holidays
- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Adventure/Outdoor Tours

Languages Offered:

English, French, German, Italian, Spanish

U.S. destinations served:

- 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)

Top markets served (countries of origination):

United Kingdom, Belgium, Netherlands, France, Germany, Italy, Switzerland, Denmark, Australia

What's Trending:

Unique accommodation this is out of the ordinary, vintage and/or typical of the region, i.e. trailer hotels, glamping/yurts, lighthouses. Soft-adventure, active excursions and culinary walking tours are also trending.

Appointment Notes

TourMappers is seeking Annapolis and St Michaels hotels preferably boutique, independent properties with character. They reconnected with the Inn at Perry Cabin which is great. They used to contract with Historic Hotels in Annapolis. Please send a contact for Historic Hotels. They can work with hotels that use SynXis or TravelClick, or they can contract directly with individual hotels.

What are you looking for from Suppliers/DMOs in 2024/2025:

Hotel Static and/or Connectivity agreements (Synxis, TravelClick, Room Cloud, ResNexus)

Attraction and Excursion contacts either independently or through FareHarbor (net rates as well as retail rates with commission back for traveler app).

Tours limited; Smita Khot, Manager FIT, and Nishi Yadav**Tours Limited**

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Profile: Tours Limited specializes in operating leisure groups, school groups, "out of the box" MICE groups, private van tours, FIT and honeymoon packages. "Travel Anywhere to Everywhere."

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Customized
- Leisure
- Corporate
- FIT
- Scheduled
- MICE
- Students

Percentage of business that is:

- 90% B2B – Business-to-Business
- 10% B2C – Business-to-Consumer

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

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.: 14

Percentage of travelers during:

- Winter: 10%
- Spring: 10%
- Summer: 50%
- Fall: 30%

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates

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

Languages Offered:

English, Hindi, Gujrati

U.S. destinations served:

- Entire United States

What’s Trending:

Other than the main gateway cities like New York, DC, Niagara, Las Vegas, Los Angeles and San Francisco, second-time tourists are interested in new destinations. Rather than simple city tours, passengers are now interested in experiencing the city more like a local and are looking for new places to visit.

Appointment Notes

Please send contacts for coach companies and guides especially for April, May, and June. Seeking 3- and 4-star chain hotels. Currently put groups in hotels near Dulles, usually Chantilly. Interested in hotels in Silver Spring, MD for FIT.

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Profile: 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
- DMC

Type of travelers:

- Group (average size: 35)
- Customized
- Leisure
- Corporate
- FIT
- Scheduled
- MICE
- Students

Percentage of business that is:

- 100% B2B – Business-to-Business

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

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.: 39

Percentage of travelers during:

- Winter: 10%
- Spring: 20%
- Summer: 50%
- Fall: 20%

Types of products purchased:

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

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates
- Connectivity
- 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

Languages Offered:

English, German, Dutch, Italian, French, Spanish, Portuguese, Russian, Hebrew

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

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

What’s Trending:

We are seeing initial demand from our core markets markedly above 2023 levels but are also noticing that due to high price levels of USA services, the consumers are choosing wisely with value in mind. The great American Road trip with a diverse set of experiences is popular. The early bookers are back and even traditionally later booking markets are getting in on the early booking trend.

Appointment Notes

Their main business is in DC, not too far afield or small towns. Seeking 3-star affordable boutique hotels.

What are you looking for from Suppliers/DMOs in 2024/2025:

Keeping the long view that inbound travel markets will be coming back strong with very advantageous travel and spending patterns. Those suppliers and destinations that take this view will benefit most from international travel now that inbound markets are normalizing and increasing in importance.

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Profile: TravDek is the expert source for planning ultimate vacation trips to the U.S., India and the Indian sub-continent. TravDek is a travel provider offering vacation packages and customized itineraries.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Customized
- Leisure
- FIT
- Scheduled

Percentage of business that is:

- 100% B2B – Business-to-Business

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

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.: 17

Percentage of travelers during:

- Winter: 20%
- Summer: 80%

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- National Parks
- Adventure/Outdoor Tours

Languages Offered:

English, Hindi

U.S. destinations served:

- Entire United States

Top markets serviced (countries of origination):

India, UK, Gulf Countries, UAE, Oman, Qatar, Bahrain, Kuwait, Saudi Arabia

Appointment Notes

Sandeep had a very specific request. He is creating a new program for 8th & 9th graders (40 students each) + 4 chaperones per grade for a 10:1 ratio. The tours will be May 1 - June 15; week one will be at universities/colleges, etc. and teach skills in Finance, Science, and similar. Week two will be sports oriented such as baseball, basketball, tennis with junior coaches. Students are being pooled from 700 schools in India and 70 have already signed on. Sandeep will email more details of his needs.

Travel USA Express; David Lusvardi, VP Public Relations

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Profile: Providing tours, attractions, accommodations and transportation to agents and operators. Traditional inbound operator for 25 years as CHD Inc., and now providing increased access to products with our Travel Agent Portal.

Our charter Division, Canyon Coach Lines, is the premier transportation partner in Las Vegas and the Southwest United States, with late-model luxury coaches.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Customized
- Leisure
- Corporate
- FIT
- Scheduled
- MICE

Percentage of business that is:

- 50% B2B – Business-to-Business
- 50% B2C – Business-to-Consumer

Percentage of business that is international inbound to the U.S.: 50%

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.: 25

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Transportation

How do you contract with hotels/suppliers:

- Static Rates
- Connectivity

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Adventure/Outdoor Tours

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

United States, Asia, Europe, Latin America

Appointment Notes

Travel USA Express is a “virtual receptive”, booking platform. Seeking bookable itineraries. Itineraries are customizable. [See supplemental information.](#)

What are you looking for from Suppliers/DMOs in 2024/2025:

We are looking to connect with new suppliers and make sure that we have their products loaded to sell. We have the ability to bundle package rates, and promote recommended itineraries.

GSTM Travel (was TROTA Tourism); Ana Hernandez, CEO

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GSTM (Global Supplier Travel Market)
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Profile: B2B Inbound Tour Operator based in the United States with offices in Mexico and Latin-America. We offer the best competitive rates with more than 7,000 available products in the U.S. for all agencies affiliated with us. TROTA Tourism has bilingual staff available when needed at the destination, offering assistance and trust to all travel agencies and their clients.

Business classification:

- Wholesaler
- Inbound/Receptive Tour Operator

Type of travelers:

- Customized
- Leisure
- FIT

Percentage of business that is:

- 100% B2B – Business-to-Business

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

Estimated number of room nights for 2023: 685

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.: 2

Types of products purchased:

- Accommodations
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates

Types of packages offered:

- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Adventure/Outdoor Tours

Languages Offered:

English, Spanish, Portuguese

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Mexico, Colombia, Brazil, Ecuador, Costa Rica, Panama, Uruguay, Argentina

Appointment Notes

Top markets are Mexico, Latin America, and some UK. Sells through third party. Need 3–4-star hotels, transportation, activities. City stays with day trips to small towns, or a few additional nights in small towns, glamping, etc.

What are you looking for from Suppliers/DMOs in 2024/2025:

Can have a direct contract for the agencies affiliated with us.

AlliedNewWorld (was AlliedTPro); Gisa Kusserow-Hanson, VP of Contracting & Product Partnerships

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Profile: AlliedTPro has been a prominent leader in the U.S. inbound market for more than 60 years and has served more than 600 of the most successful tour and travel providers all around the world.

AlliedTPro offers top-notch customer service throughout all distinct product lines, including FIT, VIP concierge/custom FIT, self-drive tours, escorted coach tours, group travel, meetings and incentives, thematic and experiential travel and corporate travel.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Group
- Customized
- Leisure
- Corporate

- FIT
- MICE

Percentage of business that is:

- 100% – B2B – Business-to-Business

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

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.: 60

Percentage of travelers during:

- Winter: 20%
- Spring: 30%
- Summer: 30%
- Fall: 20%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Static Rates
- Connectivity
- Group Rates

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Adventure/Outdoor Tours

Languages Offered:

Dutch, English, French, German, Italian, Japanese, Spanish, Portuguese, Hindi, Russian, Hungarian, Turkish, Croatian

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

India, Europe, UK, Brazil, Argentina, Chile, Peru, Colombia, Australia, New Zealand, Southeast Asia, South Africa, Canada

What's Trending?

The consumer perception of luxury travel has evolved, as travelers now are looking for unique experiences, flexibility and customization, and they are willing to pay more to get it. This aligns well with ATP's strategy as its focus is on travelers requiring a higher level of service and flexibility.

Appointment Notes

IITA 2024 - Dan Winston is our primary rep. Allied TPro is now contracting with New World Travel. Send info on new hotels, attractions, etc. in the region.

What are you looking for from Suppliers/DMOs in 2024/2025:

Strategic partnership building with long term growth goals. Additional product in second and third tier destinations – starting with hotels. Static Net rates and dynamic connectivity. Unique luxury properties (B&Bs, Small Inns, Glamping). Bookable attractions with sensible payment options (payment at time of booking is not preferred for International Inbound).

Amadeo Travel Solutions / Empire Vacations: Roie Zuk, Director Business Development

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<https://www.instagram.com/empirevacations>

Profile: America's premier Mini Tour Company founded in 1999. We created touring with a unique perspective. Winner of the "Export Achievement Award" which is awarded to companies who excel globally, by the U.S. Dept. of Commerce. We offer mini tours for travelers who want to see the famous/interesting sights in the USA without the commitment of a lengthy bus tour. Enjoy visiting one or two different destinations without having to pack your bag or check out of your hotel. We offer day trips or multi-day trips never longer than eight days with guaranteed departures year round. Our tours are guided by live guides in many different languages. Tours depart from New York, Los Angeles, San Francisco and Las Vegas.

Business classification:

- Wholesale
- Inbound/Receptive Tour Operator
- DMC

Type of travelers:

- Group
- Customized
- Leisure
- Corporate
- FIT
- Schedule
- Students

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

Hotel types utilized by your travelers:

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

Number of years conducting international inbound travel to the U.S.: 25

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Static Rates

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Religious Travel

Languages Offered:

English, Spanish, Italian, French, Japanese, Chinese, Hebrew, Portuguese

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Europe, Asia, South America

Appointment Notes

30K pax/yr. to DC. Growing their group business and now doing more FIT. Wants all information, not just transportation. Father is Jonathan Zuk. Passionate about travel. (Wore Capt America socks 🇺🇸.)

What are you looking for from Suppliers/DMOs in 2024/2025:

Information, new attractions, net rates, new and trending.

America 4 You, LLC; Lena Ross, Chief Operating Officer

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Profile: America 4 You is a boutique receptive offering FIT hotels, activities, ranches and fly-drives. Focus is given to unique properties and destinations. As a family business, America 4 You strives to provide hands-on service with customizable itineraries and in-depth knowledge of the United States including Alaska and Hawaii.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Group (average size: 15)
- Customized
- Leisure
- FIT

Percentage of business that is:

- 100% B2B – Business-to-Business

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

Hotel types utilized by your travelers:

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

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

Percentage of travelers during:

- Winter: 16%
- Spring: 17%

- Summer: 50%
- Fall: 17%

Types of products purchased:

- Accommodations
- One-Day Tours

How do you contract with hotels/suppliers:

- Static Rates
- Connectivity

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- National Parks
- Adventure/Outdoor Tours

Languages offered:

- English, German

U.S. destinations served:

- 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)

Top Markets Served (Countries of Origin)

Europe, Australia, New Zealand

What's Trending?

We are seeing a rise in solo travel and also high-end custom itinerary planning. America 4 You continues to focus on off-the-beaten track experiences. Consumers are also putting more focus on eco-friendly and sustainable practices, and specifically seeking out destinations and properties that make that a priority.

Appointment Notes

Working with Journey North America (UK operator) and Journey Latin America (attended GTE 2023). They offer 2 itineraries (Lena will send them to me) both include VA and DC; one also includes Annapolis. Interested in 4-star (minimum) properties. Needs on-property contacts for hotels. Lena plans to attend GTE this year.

What are you looking for from Suppliers/DMOs in 2024/2025:

Net rates, new products, unique lodging

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Profile: Celebrating 40 years in business, American Ring Travel American Ring Travel (ART) operates several dozen scheduled/private-label motor-coach tour itineraries throughout the USA & Canada. In 2020, ART announced that all of their tours would be Carbon Neutral. As a “Green Driven” company we believe we can deliver a high-quality tour experience while protecting our national parks, history and Native American cultures.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Group (average size: 50)
- Leisure
- Scheduled

Percentage of business that is:

- 100% B2B – Business-to-Business

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

Estimated number of room nights for 2023: 150,000

Hotel types utilized by your travelers:

- Standard/Moderate
- First Class/Superior

Number of years conducting international inbound travel to the U.S.: 29

Percentage of travelers during:

- Winter: 10%
- Spring: 40%
- Summer: 20%
- Fall: 30%

Types of products purchased:

- Accommodations

- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Attractions

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates

Types of packages offered:

- Cultural/Historical Tours
- National Parks
- Adventure/Outdoor Tours

Languages offered:

English, Danish, Dutch, French, German, Italian

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Germany, Netherlands, United Kingdom, Denmark, Belgium, France, Italy, Switzerland

What's Trending: Sustainable Tourism – We have partnered with Travelife, a third-party non-profit, engaged in providing impartial oversight, online training and practical tools for sustainability planning, management and reporting. In 2022, Our Carbon Offset contributions helped support reforestation and renewable energy with a measurable impact on reducing Green House Gas (GHG) emissions.

Appointment Notes

Richard is coming to DC (for something DDC is hosting) in March; flying into DCA. Currently sells two series motorcoach tours to region. Send all What's New info esp. new hotels. Spoke of Charlottesville being Wine Region of the Year and recommended adding to their product/itinerary. American Ring Travel celebrated their 40th anniversary last year, and look to continue acting as leaders in the inbound/receptive industry now with sustainable travel initiatives.

100% Carbon Neutral Tours - in 2022 began offsetting any carbon their office and tours produce through purchasing the carbib offsets through companies like STI.

What are you looking for from Suppliers/DMOs in 2024/2025:

New and less traveled destinations that create a more personal connection with nature, locally sourced food and unique one-of-a-kind experiences.

AmericanTours International (ATI); Maria Vazquez, Product Manager

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www.americantours.com

Profile: As North America’s leading wholesale travel service provider, ATI offers escorted tours, individual packages, special group services and discounted rates at over 30,000 hotel, attraction and transportation suppliers.

Business classification:

- Wholesaler

Type of travelers:

- Leisure
- FIT
- Scheduled

Percentage of business that is:

- 100% B2B – Business-to-Business

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

Hotel types utilized by your travelers:

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

Number of years conducting international inbound travel to the U.S.: 45

Percentage of travelers during:

- Winter: 20%
- Spring: 30%
- Summer: 50%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates
- Connectivity

Types of packages offered:

- 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

Languages Offered:

English, German, Chinese, Japanese, French, Italian, Spanish, Portuguese, Dutch, Arabic, Swedish, Danish, Finnish and more

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Over 70 international markets

What's Trending:

Aside from our traditional portfolio of hotels, escorted tours, fly-drives and groups, ATI offers specialty accommodations such as deluxe tents in National Parks. We cater to traditional leisure travelers as well as those looking to maximize multi-generational travel, family getaways including unique experiences throughout the USA and Canada.

Appointment Notes

ATI has connectivity with most chains. Will be beneficial to review with Lori at Fairfax. Can discuss marketing activities with Lisa Carmadella.

Bonotel Exclusive Travel; Elliot Calloway, Senior Director of Contracting

3773 Howard Hughes Parkway, Suite 390N

Las Vegas, NV 89169

702.250.0489

702.796.5454

elliott@bonotel.com

bonotel.com

<https://www.instagram.com/bonotelexclusivetravel/>
<https://www.facebook.com/bonotelexclusivetravel>
<https://www.linkedin.com/company/bonotel-exclusive-travel>

Profile: We are the leading inbound tour operator for luxury travel to North America. Since 1990, Bonotel Exclusive Travel has established itself as the renowned luxury specialist, offering exclusive deluxe hotels and resorts, upscale boutique properties, and unique one-of-a-kind experiences throughout the US to tour operators worldwide, with unparalleled service and a belief that we are only as strong as our partnerships. Bonotel has built a reputation for its variety and standard of product, as well as the high level of service offered to customers and suppliers alike.

Bonotel offers exclusive and preferred hotel deals at classic luxury hotels, all-inclusive resorts, National Park lodging, glamping, and more. As safe travel continues to be an initiative, our parent company has partnered with Sharecare and Forbes Travel Guide to help verify consistency in hotel health and safety standards throughout our portfolio.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Leisure
- Corporate
- FIT

Percentage of business that is:

- 100% B2B – Business-to-Business

Percentage of business that is international inbound to the U.S.: 80%

Estimated number of room nights for 2023: TBD

Hotel types utilized by your travelers:

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

Number of years conducting international inbound travel to the U.S.: 33

Percentage of travelers during:

- Winter: 18%
- Spring: 23%
- Summer: 33%
- Fall: 26%

How do you contract with hotels/suppliers:

- Static Rates
- Connectivity

Languages Offered:

English, German, Spanish, Portuguese, Dutch, Italian

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

70+ countries on six continents.

Appointment Notes

Kevin Wilson is no longer the VA contact, Madeline is the new CRUSA contact. Elliot will e-troduce us. Would welcome a site visit for her.

What are you looking for from Suppliers/DMOs in 2024/2025:

NET FIT wholesale rates via static and dynamic agreements.

Discover Destinations LLC; Umang Malbari, President

3883 Rogers Bridge Road, Ste. 701

Duluth, GA 30097

O: 404.333.8686

C: 678.485.1764

umang@discover-destinations.com

shital@discover-destinations.com

www.discover-destinations.com

Profile:

Discover Destinations will work with groups or individuals associated with corporate, student, church, honeymoon, incentive or leisure trips. Services offered include hotel bookings, flight bookings, charter flights, tours and tickets, event management, VIP's, social dinners, shows and entertainment, meetings and incentive trips, luxury and standard transportation, itinerary planning and tailor-made tours.

Business classification:

- Wholesaler
- Inbound/Receptive Tour Operator
- DMC

Type of travelers:

- Customized
- Leisure
- Corporate
- FIT
- Scheduled
- MICE

- Students

Percentage of business that is:

- 90% B2B – Business-to-Business
- 10% B2C – Business-to-Consumer

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

Estimated number of room nights for 2023: 50,000

Hotel types utilized by your travelers:

- Standard/Moderate
- First Class/Superior

Number of years conducting international inbound travel to the U.S.: 14

Percentage of travelers during:

- Winter: 10%
- Spring: 20%
- Summer: 40%
- Fall: 30%

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates
- Connectivity

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Student/Language Immersion Tours

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

India, UAE, South East Asia, Latin America

Appointment Notes

No time to meet; exchanged business cards and will connect by email.

**dnata Travel Group / Emirates Holidays; Eugenio Gutierrez and Antje Rohloff,
Market Manager US West**

13495 Veterans Way, Suite 500

Orlando, FL 32827

317.685.9784

Antje.rohloff@dnata.com

www.dnata.com

Profile: data Travel is a family of consumer and B2B travel brands, wholly-owned by the Emirates Group. Collectively, more than three million people choose one of our brands for their holidays each year. Our brands span the full spectrum of travel products and services. We work across the long- and short-haul sectors with expertise in aviation, accommodation, cruising, car hire and every ancillary industry. We're as at home in bespoke luxury as we are in low-cost packages. We own Tour Operators in the UK and the Middle East. We distribute using cutting-edge technology as well as bricks-and-mortar travel agencies, many of which we own. As members of the global data Group, we're part of a network that spans 85 countries and employs 41,000 people.

Additional U.S. Offices:

Home based offices in Orlando, Miami, New York and Indianapolis.

International Office Locations:

Dubai (HQ), London, Preston (UK), Bangkok

Business classification:

- Wholesaler
- Inbound/Receptive Tour Operator

Type of travelers:

- Customized
- Leisure
- FIT

Percentage of business that is:

- 10% – B2C – Business to Consumer
- 90% – B2B – Business-to-Business

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

Estimated number of room nights for 2023: 500,000

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.: 10+

Percentage of travelers during:

- Winter: 10%
- Spring: 20%
- Summer: 50%
- Fall: 20%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Transportation

How do you contract with hotels/suppliers:

- Static Rates
- Connectivity

Types of packages offered:

- Cruise Holidays
- Entertainment/Special Events

Languages Offered:

Arabic, English, French, German, Spanish

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

UK, UAE, Ireland, Brazil, France

What's Trending?

Upscale hotels, villas and homes as well as luxury travel.

Appointment Notes

CRUSA rep is Atarah Lipscombe (atarah.lipscombe@dnata.com). She is based in NY; 2 ½ years with dnata. Kimberly shared info on the silver line from Dulles, Charlottesville, Virginia named Wine Region of the Year in Wine Enthusiast's 2023 Wine Star Awards, new hotels: Little Mod Hotel in Charlottesville, Royal Sonesta in Washington, DC, the Westin Washington, DC, and The Roost in Baltimore.

What are you looking for from Suppliers/DMOs in 2024/2025:

Competitive accommodation rates either via static contracts, Channel Managers or direct connectivity. We offer unique distribution opportunities via our wholly-owned Tour Operators in the UK and UAE, plus the financial security of being owned by Emirates.

Dream Vacation Builders; Viviane Jurgensen, Executive Sales Assistant

9882 Broadway Unite D

Anaheim, CA 92804

O: 714.462.9200

C: 714.348.0982

Viviane.jurgensen@dvbcalifornia.com

joab.flores@dvbcalifornia.com

www.dvbcalifornia.com

Profile: Dream Vacation Builders is a receptive tour operator that caters to Latin America only. We offer vacation packages that include hotel accommodations, theme parks, day tours and airport transportation. Our mission is to provide a personal touch to our guests by providing Spanish and Portuguese-speaking customer service. Just ask, choose and leave the rest in our hands.

Business classification:

- Wholesaler
- Inbound/Receptive Tour Operator

Type of travelers:

- Group (average size: 25)
- Customized
- Leisure
- FIT

Percentage of business that is:

- B2B – Business-to-Business: 100%

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

Estimated number of room nights for 2023: 15,000

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.: 16

Percentage of travelers during:

- Winter: 25%
- Spring: 10%
- Summer: 55%
- Fall: 10%

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Adventure/Outdoor Tours

Languages Offered:

English, Spanish, Portuguese

U.S. destinations served:

- PACIFIC (Alaska, California, Hawaii, Oregon, Washington)
- SOUTHWEST (Arizona, New Mexico, Oklahoma, Texas)
- SOUTHEAST (Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, Tennessee, Virginia, Washington, DC, West Virginia)

Top markets served (countries of origin):

Mexico, Ecuador, Argentina, Peru, Costa Rica, Brazil, Colombia, Guatemala

What's Trending:

We are looking at an increase in group travel, pre-fixed vacation packages and customers who want to visit more than one destination in a single trip. We are putting together packages from San Francisco to Hawaii, San Francisco to Seattle and Los Angeles – San Francisco – Seattle – Hawaii – Los Angeles. Customers are looking for this more European style of traveling.

Appointment Notes

Business began in Anaheim but after the pandemic expanded into NY & FL and are increasing visits to the east coast. Currently send 1 group a year to CRUSA (Boston-NY-DC). Viviane will contact us for future needs.

What are you looking for from Suppliers/DMOs in 2024/2025:

Special Group and FIT rates (not the same given direct to consumers).

Easy Time Travel LLC; Oswaldo Freitas, Director

15917 Moonlight Bay St
Winter Garden, FL 34787

O: 407.604.0004

C: 407.569.9495

oswaldo.freitas@easytimetravel.com

www.easytimetravel.com

Profile: Easy Time Travel is a receptive tour operator offering full services in the USA, Canada, Mexico and the Caribbean Islands. The company specializes in group business (leisure and incentive) and offers an on-line booking system for FIT sales where clients can book hotels, rental homes, rent-a-car, transportation and attractions. We also operate golf trip packages.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Group (average size: 30)
- Customized
- Leisure
- FIT
- Scheduled
- MICE

Percentage of business that is:

- 95% B2B – Business-to-Business
- 5% B2C – Business-to-Consumer

Percentage of business that is international inbound to the U.S.: 80%

Estimated number of room nights for 2023: 4000

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.: 9

Percentage of travelers during:

- Winter: 10%
- Spring: 25%
- Summer: 40%
- Fall: 25%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates
- Connectivity

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Adventure/Outdoor Tours

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Brazil, Portugal, Spain, Argentina, Chile, Mexico, Colombia

What's Trending:

For 2023 we developed "Hello America Programs" and "The Smart Trips" tour packages where clients can choose and book online one of our 35 different itineraries in the USA and Canada. We upgraded our golf packages in several destinations in the USA, Canada, Mexico and in the Caribbean. In April, we are launching our FIT booking platform for our B2B clients.

Appointment Notes

Letizia is assisting with Spanish and Portuguese speaking guides like USA Guided Tours. 95% of their marketing is social media. They need images and videos preferably :15 or :30 but can use up to :90. Currently have 27 CRUSA itineraries on their websites: Helloamerica.com and easytimetravel.com (Smarttrip).

What are you looking for from Suppliers/DMOs in 2024/2025:

Local product updates and supplier updates.

Five Star Tours; Alfonso Hernandez, General Manager

1050 Kettner Blvd.

San Diego, CA 92101

619.232.5040

alfonso@fivestartours.com

info@fivestartours.com

www.fivestartours.com

Business classification:

- Inbound/Receptive Tour Operator
- DMC

Type of travelers:

- Customized
- Corporate
- FIT
- MICE

Percentage of business that is:

- 75% B2B – Business-to-Business
- 25% B2C – Business-to-Consumer

Estimated number of room nights for 2023: 1000

Hotel types utilized by your travelers:

- Standard/Moderate
- First Class/Superior

Number of years conducting international inbound travel to the U.S.: 25

Percentage of travelers during:

- Winter:
- Spring: 25%
- Summer: 25%
- Fall: 50%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates

Types of packages offered:

- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Student/Language Immersion Tours

Languages Offered:

English, Spanish, French

U.S. destinations served:

- PACIFIC (Alaska, California, Hawaii, Oregon, Washington)
- WEST (Colorado, Idaho, Montana, Nevada, North Dakota, South Dakota, Utah, Wyoming)
- SOUTHWEST (Arizona, New Mexico, Oklahoma, Texas)

Top markets served (countries of origination):

Latin America, Spain, England, Germany, Japan

Appointment Notes

Family emergency, had to cancel appointment. But met at IITA 2023 and focus was on west coast/mid-west. His profile indicated:

What are you looking for from Suppliers/DMOs in 2024/2025:

Transportation Providers with net rates

Hotel Accommodations with net rates that offer continental breakfast

Luxury Activity Providers

Small Scale Group Experiences

H.I.S. International Tours (NY) Inc.: Kazuhiro Takayama

404 S. Figueroa St., Suite 500

Los Angeles, CA 90071

213.802.2300

takayama.kazuhiro@his-world.com

www.his-usa.com

Profile: HIS International Tours was established 42 years ago in Tokyo where it is headquartered. Currently, HIS in 65 countries, has 374 branches in 204 cities. We have 217 companies in the world. The number of employees is 13,990 in the world and 150 employees in the U.S. Our ever expanding network enables us to get timely information about countries worldwide and make all kinds of arrangements smoothly. We are challenging a lot of things which are doing Hotel business (opened in NYC in Oct. 2021), theme park in Japan, energy business in Japan, robot business.

Business classification:

- Wholesaler
- Inbound/Receptive Tour Operator

Type of travelers:

- Group (average size: up to 100)
- Customized
- Leisure
- Corporate
- FIT
- Scheduled
- MICE
- Students

Percentage of business that is:

- 10% B2B – Business-to-Business
- 90% B2C – Business-to-Consumer

Percentage of business that is international inbound to the U.S.: 95%

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.: 42

Percentage of travelers during:

- Winter: 33%
- Spring: 28%
- Summer: 12%
- Fall: 27%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours

- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates
- Connectivity

Types of packages offered:

- Cruise Holidays
- Cultural/Historical Tours
- Custom Tours
- Entertainment/Special Events
- National Parks
- Student/language Immersion Tours

Languages offered:

English, Japanese

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Japan

Appointment Notes

canceled; death in family his profile indicated:

What are you looking for from Suppliers/DMOs in 2024/2025:

We are interested in SDGS related, especially for ecotourism. We want information about hotels, transportation and activities with ecotourism related.

Inside Out Tours LLC: Stacey Toussaint

2329 Nostrand Avenue

Brooklyn, NY

800.258.7359

stacey@insideouttours.com

sales@insideouttours.com

<https://insideouttours.com>

Profile: Inside Out Tours is an award-winning certified black woman-owned NYC-based tour operator and DMC that provides virtual and in-person tours focusing on hidden history, architecture, team-building, and diversity and inclusion-themed experiences. We also provide city tours of iconic off-the-beaten path destinations. We offer our tours in English, Spanish, French and Italian.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Group (avg. size 30)
- Customized
- Leisure
- Corporate
- FIT
- Scheduled
- MICE
- Students

Percentage of business that is:

- 90% B2B – Business-to-Business
- 10% B2C – Business-to-Consumer

Percentage of business that is international inbound to the U.S.: 80%

Hotel types utilized by your travelers:

- Standard/Moderate

Number of years conducting international inbound travel to the U.S.: 14

Percentage of travelers during:

- Winter: 5%
- Spring: 30%
- Summer: 40%
- Fall: 25%

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- Religious Travel
- Student/Language Immersion Tours
- Adventure/Outdoor Tours

U.S. destinations served:

- 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)

Top markets served (countries of origination):

United States, Western Europe, Latin America

Appointment Notes

30K inbound/annually. Interested in black, woman, LGBTQ tourism (I shared Black C'ville and Accessible C'ville - send video links). She asked if the disability C'ville included neurodivergent. Also interested in tech tours but needs connections to the people who can makes the tours happen.

What are you looking for from Suppliers/DMOs in 2024/2025:

Hotels, group-friendly restaurants, transportation, shopping destinations in the Southeast and Northeast.

JTB USA, Inc.: Harumi Leonard, Manager

3625 Del Amo Blvd., Ste. 260

Torrance, CA 90053

O: 310.406.3191

D: 310.933.3926

hleonard@jtbusa.com

www.jtbusa.com

Profile: Established in 1964, JTB USA Inc. is the first overseas subsidiary company of JTB Corp. JTB USA has been specializing in travel services for inbound and outbound travel including corporate business travel, MICE, leisure travel and FIT arrangements. With over 50 years of experience, the network of companies has been recognized as a full service Destination Management Company (DMC) and Travel Management Company (TMC) in the regions of the United States, Hawaii, Canada, and Brazil.

Business classification:

- Wholesaler
- Inbound/Receptive Tour Operator
- DMC

Type of travelers:

- Group (avg. size 50)
- Customized
- Leisure
- Corporate
- FIT
- MICE

- Students

Percentage of business that is:

- 50% – B2C – Business to Consumer
- 50% – B2B – Business-to-Business

Percentage of business that is international inbound to the U.S.: 50%

Hotel types utilized by your travelers:

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

Number of years conducting international inbound travel to the U.S.: 59

Percentage of travelers during:

- Winter: 20%
- Spring: 20%
- Summer: 30%
- Fall: 30%

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Static Rates
- Connectivity

Types of packages offered:

- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- National Parks
- Adventure/Outdoor Tours

Languages Offered:

Japanese

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Japan, Asia Pacific countries, South America

Appointment Notes

Picking up small groups to CRUSA; fewer than West Coast. It is partly a flight issue. High-end tours are selling better than budget. Send coach company contacts. Currently use Adventure Coach Company. Academy Bus is too expensive. Looking for airport transfers in the \$600 range and less than \$3K/day ground transportation.

Kaleidoscope Adventures, Inc: Keith Snode

P.O. Box 611

Oakland, FL 34760-0611

407.345.4899

keith@mykatrip.com

www.kaleidoscopeadventures.com

Profile: Kaleidoscope Adventures is a full-service student tour operator with more than 26 years of inspiring student travel. Our CEO and COO are former educators and we specialize in surprisingly unique educational, performance, sports, class trips and cruise travel to more than 40+ student friendly destinations.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Group (average size: 75)
- Customized
- Students

Percentage of business that is:

- 10% B2B – Business-to-Business
- 90% B2C – Business-to-Consumer

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

Estimated number of room nights for 2023: 17,000-18,000

Hotel types utilized by your travelers:

- Standard/Moderate
- First Class/Superior

Number of years conducting international inbound travel to the U.S.: 10

Percentage of travelers during:

- Winter: 5%
- Spring: 75%

- Summer: 10%
- Fall: 10%

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Education Programs

How do you contract with hotels/suppliers:

- Group Rates
- Connectivity

Types of packages offered:

- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Student/Language Immersion Tours

Languages Offered:

English, French, German, Spanish, Italian, Russian, Japanese, Mandarin

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

United States, Australia, United Kingdom, Europe

Appointment Notes

Student market. Currently works with Prince William and Loudoun counties. Willing to work with MD destinations near Dulles/DC. Student groups are interested in STEM/Tech and Music.

What are you looking for from Suppliers/DMOs in 2024/2025:

Student friendly product that is attractive to the International inbound student market.

Meeting Point NA: Ivar Hottentot

5787 Vineland Rd., Suite 202

Orlando, FL 32819

407.232.4765

417.345.5119

ivar.hottentot@meetingpointnorthamerica.com

www.meetingpointnorthamerica.com

Profile: Meeting Point North America is owned by the FTI Group, a portfolio with various brands and subsidiaries worldwide, to include Europe's third-largest tour operator (FTI), Meeting Point International, as well as their own hotels. As part of a global network of DMCs, we are a secure and stable company offering a full-range of product throughout North America.

Business classification:

- Inbound/Receptive Tour Operator
- DMC

Type of travelers:

- Leisure
- Corporate
- FIT
- MICE

Percentage of business that is:

- B2B – Business-to-Business 100%

Percentage of business that is international inbound to the U.S.: 80%

Estimated number of room nights for 2023: 200,000

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:

- Winter: 35%
- Spring: 15%
- Summer: 35%
- Fall: 15%

Types of products purchased:

- Accommodations
- Entrance Tickets
- One-Day Tours
- Transportation

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates
- Connectivity

Types of packages offered:

- Cruise Holidays
- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Medical/Wellness Travel
- National Parks
- Adventure/Outdoor Tours

Languages offered:

English, German, Dutch, Spanish, Portuguese, French, Russian, Croatian, Arabic

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

The world (current top markets: Germany, France, UK)

What's Trending:

Advanced bookings from clients across Europe are up close to 100% as compared to STLY and the forecast for Q1 booking activity into the US is very strong.

Appointment Notes

CRUSA rep is Belma Omerovic (belma.omerovic@meetingpointnorthamerica.com). Invite her to GTE and/or RTO FAM.

What are you looking for from Suppliers/DMOs in 2024/2025:

Creative partnerships to ensure our international guests, experience the unique wonders North America has to offer.

OnStage Academy by Aloha of America: Annie Marie Bittencourt & Jessica Nardulli, Managing Partner

7150 Wooded Village Lane

Orlando, FL 32835

O: 407.352.2520

M: 407.202.9641

j.nardulli@onstageacademy.com

www.onstageacademy.com

www.instagram.com/the_onstage_academy

www.linkedin.com/company/onstage-academy/

Profile: OnStage by Aloha of America is a destination and events management company based in Orlando, Florida. We are focused on providing unique experiences for groups interested in experiential travel, professional development programs, youth educational programs, cultural immersion programs, incentive travel and branding experiences in destinations around the United States. We were born as a

fusion of an event management company, Aloha of America, and a new destination management concept, OnStage Academy, which allowed us to create our unique business concept. Our expertise is in thinking outside the box!

Business classification:

- DMC

Type of travelers:

- Group (average size: 50)
- Customized
- Leisure
- Corporate
- MICE
- Students

Percentage of business that is:

- 90% B2B – Business-to-Business
- 10% B2C – Business-to-Consumer

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

Estimated number of room nights for 2023: 2500

Types of hotels utilized by your travelers:

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

Number of years conducting international inbound travel to the U.S.: 3

Percentage of travelers during:

- Winter: 16%
- Spring: 28%
- Summer: 28%
- Fall: 28%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Meeting & Events

How do you contract with hotels/suppliers:

- Group Rates

Types of packages offered:

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

Languages Offered:

English, Spanish, Portuguese

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

Brazil, Mexico, Paraguay, Argentina, Uruguay

Appointment Notes

Met with Annie and Jessica Nardulli, Managing Partner. Seeking Spanish and Portuguese speaking guides. Niche market offering customized tours.

OnStage Academy can assist with in-country trainings of the region.

What are you looking for from Suppliers/DMOs in 2024/2025:

Hotels, attractions, leisure tours, business tours, unique experiences, meeting space, event venues, transportation companies, catering companies.

Oparks Travel: Freedom Stephane

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www.oparkstravel.com

Profile: Founded in 2017, Oparks Travel has become a reference in the distribution of high quality tourism products and excellence in serving Latin American customers. With a combination of experience in the tourism industry, technology and digital marketing, Oparks Travel has become one of the most innovative suppliers on the market.

Business classification:

- Inbound/Receptive Tour Operator

Type of travelers:

- Group
- Leisure
- FIT

Percentage of business that is:

- 100% B2B – Business-to-Business

Percentage of business that is international inbound to the U.S.: 80%

Estimated number of room nights for 2023: 20,000

Hotel types utilized by your travelers:

- Budget/Economy
- Standard/Moderate

Number of years conducting international inbound travel to the U.S.: 6

Percentage of travelers during:

- Winter: 25%
- Spring: 15%
- Summer: 30%
- Fall: 30%

Types of products purchased:

- Accommodations
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation

How do you contract with hotels/suppliers:

- Static Rates
- Connectivity

Types of packages offered:

- Cruise Holidays
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- Adventure/Outdoor Tours

Languages Offered:

English, Portuguese, Spanish

U.S. destinations served:

- Pacific (Alaska, California, Hawaii, Oregon, Washington)
- 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)

Top markets served (countries of origination):

Brazil

Appointment Notes

Hosts Just Travel Academy, an educational webinar. Reach out to Freedom to request more information.

What are you looking for from Suppliers/DMOs in 2024/2025:

Direct contracts.

RMP Travel: Graziella Hoelzel, Director of International Sales

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 M: 646.203.6312
operations@rmptvl.com
suzi.steiger@rmptvl.com
www.rmpttravelinc.com

Profile: RMP Travel Inc is a full service Destination Management Company / Inbound Operator since 1979. We custom design unique creative programs throughout New York and all of the US. comprised of all ground and travel operations for corporate incentive groups, medical pharma groups and cultural leisure groups and FITs

Business classification:

- Inbound/Receptive Tour Operator
- DMC

Type of travelers:

- Group (avg. size 40)
- Customized
- Leisure
- Corporate
- FIT
- Scheduled
- MICE
- Students

Percentage of business that is:

- 100% B2B – Business-to-Business

Hotel types utilized by your travelers:

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

Percentage of travelers during:

- Winter: 20%
- Spring: 25%
- Summer: 30%
- Fall: 25%

Types of products purchased:

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Events

How do you contract with hotels/suppliers:

- Group Rates
- Static Rates

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

Languages Offered:

English, German, French, Most Languages

U.S. destinations served:

- Entire United States

Top markets served (countries of origination):

UK, Germany, Austria, Italy, Israel, Netherlands, Greece, Czech Republic, Switzerland, Belgium, France

Appointment Notes

German government is interested in a FAM tour to DC/MD/VA at the end of May, beginning of June. Interested in medical/pharmaceutical tours. Send What's new info including image gallery and videos.

What are you looking for from Suppliers/DMOs in 2024/2025:

Updated info, new offerings, health and safety practices