

American Bus Association
2009 Annual Marketplace and Convention
North Carolina Leads

South Carolina Motor Coach Association, Tennessee Motor Coach Association, Trailways Transportation System, Travel Alliance Partners, Travel Industry Association of America, U.S. Tour Operators Association, United Motorcoach Association, Virginia Motorcoach Association

Hanover Holiday Tours Limited

North Carolina Meeting Notes: Located in Ontario, they are currently working with Heidi Walters and our Canadian office on bringing tours to North Carolina. They joined us for the Dine-Around and both Jim and Diane are big race fans. So, we have a great working relationship with them, they love North Carolina, and we just need to keep the informed of the goings-on in North Carolina.

73 14th Ave. Hanover, Ontario N4N 3W9 Contact: Diane Diebel Phone: 519 364-4911 Toll Free: Fax: 519 364-2299 E-Mail: info@hanoverholidays.com Web Site: www.hanoverholidays.com	Member Type: Tour Operator Tour/Charter Contact: Jim Diebel Year Founded: 1974 Lift Equipped Available: No Affiliated Companies:
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 10%	Airport Shuttle (AS) : 0%		
Seniors (SR) : 90%	Charter (CH) : 0%	Day Trips: 0	Day Trips: 40
Student / Youth (SG) : 0%	Commuter (CO) : 0%	Multi-day Trips: 0	Multi-day Trips: 175
International / Inbound (IT) : 5%	Local Receptive (LRO) : 5%		
International / Outbound (IO) : 2%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 0%	Scheduled Service (SCH) : 0%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: No	
	Sightseeing (SS) : 0%	Areas Required:	
	Special Operations (SP) : 0%		
	Tour (TR) : 95%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Midprice	Breakfast: Yes		
	Lunch: No	Full Service, Midprice	3 Diamond, 4 Diamond
	Dinner: Yes		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Agricultural / Farm Attraction, Dinner Theater, Festival/Event, Floating/Boating/Cruise Line, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Theater, Train, Zoo/Animal Park	Branson MO, Halifax NS, Ottawa ON, Quebec City PQ, St. Johns NF

Tour Destinations:
 ALASKA, ARIZONA, CALIFORNIA, COLORADO, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, ILLINOIS, INDIANA, KENTUCKY, LOUISIANA, MAINE, MASSACHUSETTS, MICHIGAN, MISSISSIPPI, MISSOURI, NEW HAMPSHIRE, NEW MEXICO, NEW YORK, NORTH CAROLINA, OHIO, PENNSYLVANIA, RHODE ISLAND, SOUTH CAROLINA, TENNESSEE, TEXAS, VERMONT, VIRGINIA, WASHINGTON, WEST VIRGINIA, CANADA

Tour Origins - City:
 Calgary AB, Edmonton AB, Halifax NS, St. Johns NF, Toronto ON, Vancouver BC

Tour Destinations - City:
 Calgary AB, Edmonton AB, Halifax NS, St. Johns NF, Toronto ON, Vancouver BC

New information we are looking for in our tour program:
 Always looking to increase our inventory of Canadian Tour Programs.

To make our job easier a travel member could:
 More complete websites, including availability of pictures, attraction details, hotel ratings, etc.

Retail Tour Publication : Yes **Advertising Accepted :** Yes **Publication Deadline:** June, October

Member Of: ABA Motor Coach Canada, Ontario Motor Coach Association

Christian Tours/Burke International Tours Inc.

North Carolina Meeting Notes: Obviously, a huge fan of North Carolina and great working relationship with them. They are focusing on day-trips within North Carolina. I think this will be a trend with all motorcoach companies. People want to stay closer to home and spend less time on the road. So, companies such as Christian Tours are perfect to target with day-tripping ideas.

4643 S NC 16 Hwy Maiden, North Carolina 28650 Contact: Mellonee Owenby Phone: 828 465-3900 Toll Free: 800 476-3900 Fax: 828 465-3912 E-Mail: go@burkechristiantours.com Web Site: www.BurkeChristianTours.com	Member Type: Bus Operator Tour/Charter Contact: Curtis Wilkinson Year Founded: 1977 Lift Equipped Available: Yes Affiliated Companies: Christian Tours - Burke International Tours - Burke Educational Travel
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 20%	Airport Shuttle (AS) : 1%	Day Trips: 1000	Day Trips: 40
Seniors (SR) : 45%	Charter (CH) : 35%	Multi-day Trips: 1000	Multi-day Trips: 460
Student / Youth (SG) : 35%	Commuter (CO) : 0%		
International / Inbound (IT) : 1%	Local Receptive (LRO) : 1%	Step On Guides Used: Yes	
International / Outbound (IO) : 6%	Package Express (PE) : 0%	Receptive Operators: No	
Corporate / Conventions (CC) : 5%	Scheduled Service (SCH) : 0%	Areas Required:	
	School Bus (SB) : 0%		
	Sightseeing (SS) : 20%		
	Special Operations (SP) : 1%		
	Tour (TR) : 42%		
	Travel Agency (TA) : 3%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Economy, Midprice, Upscale	Breakfast: Yes	Economy, Full Service, Limited Service, Midprice, Upscale	3 Diamond, 4 Diamond
	Lunch: Yes		
	Dinner: Yes		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Adventure Tours, Agricultural / Farm Attraction, Amusement/Theme/Water Park, Cave/Cavern, Dinner Theater, Factory Tour, Festival/Event, Floating/Boating/Cruise Line, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Racetrack, Shopping, Sightseeing, Sporting Activity/Event, Theater, Train, Zoo/Animal Park	Branson MO, Lancaster PA, Nashville TN, New York City NY, Niagara Falls ON, Washington DC

Tour Destinations:
 UNITED STATES, CANADA, MEXICO

Tour Origins - City:

Tour Destinations - City:
 Asheville NC, Atlanta GA, Charlotte NC, Greensboro NC, Greenville SC

New information we are looking for in our tour program:
 Agricultural stops

To make our job easier a travel member could:
 Offer information at least one year in advance; provide rates with information page about property; have Internet site, keep it up-to-date, with lots of information.

Retail Tour Publication : Yes **Advertising Accepted :** Yes **Publication Deadline:** September
Member Of: ABA Airlines Reporting Corporation, International Airlines Travel Agent Network, North Carolina Motorcoach Association, United Motorcoach Association

Hampton Jitney Inc.

North Carolina Meeting Notes: Do a lot of student work. Looking to visit the Discovery Place to see it is right for them. Wants student trip ideas. This is another trend for tour operators – if they do student trips, they are looking for new options as budgets get cut. Or, they are just looking for something different during uncertain times.

395 County Road 39A, Suite 6 Southampton, New York 11968-5242		Member Type: Bus Operator	
Contact: Debbie Woods Phone: 631 283-4600 Toll Free: Fax: 631 287-4759 E-Mail: Web Site: www.hamptonjitney.com		Tour/Charter Contact: Debbie Woods Year Founded: 1974 Lift Equipped Available: Yes Affiliated Companies:	
Percentage of Customer Base:		Percentage of Business:	
Adults (AD) : 40% Seniors (SR) : 50% Student / Youth (SG) : 10%	Airport Shuttle (AS) : 5% Charter (CH) : 20% Commuter (CO) : % Local Receptive (LRO) : 0% Package Express (PE) : 0% Scheduled Service (SCH) : 50% School Bus (SB) : 0% Sightseeing (SS) : 0% Special Operations (SP) : 0% Tour (TR) : 25% Travel Agency (TA) : 0%	Charter Number of Trips Day Trips: 650 Multi-day Trips: 50	Tour Number of Trips Day Trips: 125 Multi-day Trips: 30
International / Inbound (IT) : 5% International / Outbound (IO) : 5% Corporate / Conventions (CC) : 5%	Step On Guides Used: Yes Receptive Operators: Yes Areas Required: Washington D.C., Philadelphia, Pa., Boston		
Types of Restaurant Used: Midprice, Upscale		Charters and Tours that include: Breakfast: Yes Lunch: Yes Dinner: Yes	
Types of Attractions Visited: Casino, Dinner Theater, Festival/Event, Historic Attraction, Museum, Racetrack, Sightseeing, Sporting Activity/Event, Theater, Zoo/Animal Park		Top Five Areas Most Often Overnighted in: Boston MA, Williamsburg VA	
Tour Destinations: CONNECTICUT, DISTRICT OF COLUMBIA, MAINE, MASSACHUSETTS, NEW HAMPSHIRE, NEW JERSEY, NEW YORK, NORTH CAROLINA, PENNSYLVANIA, VERMONT			
Tour Origins - City:			
Tour Destinations - City:			
New information we are looking for in our tour program:			
To make our job easier a travel member could:			
Retail Tour Publication : Yes		Advertising Accepted : No	
Member Of: ABA National Tour Association		Publication Deadline:	

Abbott Trailways

North Carolina Meeting Notes: *They travel all over North Carolina and are a great ally. We need to just continue to pipe them information about new products and itineraries.*

<p>1704 Granby St. Roanoke, Virginia 24012-5604</p> <p>Contact: Sue Abbott Phone: 540 343-1133 Toll Free: 800 433-1111 Fax: 540 345-2052 E-Mail: abbottedutours@yahoo.com Web Site: www.abbottbus.com</p>	<p>Member Type: Bus Operator</p> <p>Tour/Charter Contact: Briggs Hensley</p> <p>Year Founded: 1927</p> <p>Lift Equipped Available: Yes</p> <p>Affiliated Companies:</p>
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 30%	Airport Shuttle (AS) : 0%		
Seniors (SR) : 50%	Charter (CH) : 75%	Day Trips: 2000	Day Trips: 175
Student / Youth (SG) : 30%	Commuter (CO) : 0%	Multi-day Trips: 3000	Multi-day Trips: 225
International / Inbound (IT) : 0%	Local Receptive (LRO) : 0%		
International / Outbound (IO) : 0%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 5%	Scheduled Service (SCH) : 5%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: Yes	
	Sightseeing (SS) : 5%	Areas Required: Northeast, Canada, Southwest, West Coast	
	Special Operations (SP) : 0%		
	Tour (TR) : 15%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Economy, Midprice	Breakfast: No Lunch: No Dinner: No	Economy, Midprice	2 Diamond, 3 Diamond

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Agricultural / Farm Attraction, Amusement/Theme/Water Park, Casino, Dinner Theater, Factory Tour, Festival/Event, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Racetrack, Shopping, Sightseeing, Sporting Activity/Event, Theater, Train, Zoo/Animal Park	Branson MO, Lancaster PA, New York City NY, Orlando FL, Pigeon Forge TN

Tour Destinations:
ALABAMA, ALASKA, ARIZONA, ARKANSAS, CALIFORNIA, COLORADO, CONNECTICUT, DELAWARE, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, IDAHO, ILLINOIS, INDIANA, IOWA, KANSAS, KENTUCKY, LOUISIANA, MAINE, MARYLAND, MASSACHUSETTS, MICHIGAN, MINNESOTA, MISSISSIPPI, MISSOURI, MONTANA, NEBRASKA, NEVADA, NEW HAMPSHIRE, NEW JERSEY, NEW MEXICO, NEW YORK, NORTH CAROLINA, NORTH DAKOTA, OHIO, OKLAHOMA, OREGON, PENNSYLVANIA, RHODE ISLAND, SOUTH CAROLINA, SOUTH DAKOTA, TENNESSEE, TEXAS, UTAH, VERMONT, VIRGINIA, WASHINGTON, WEST VIRGINIA, WISCONSIN, WYOMING, CANADA

Tour Origins - City:
Charlottesville VA, Columbia SC, Fairfax VA, Greensboro NC, Greenville SC, Newark NJ, Roanoke VA, Sterling VA, Washington DC

Tour Destinations - City:
Charlottesville VA, Greensboro NC, Newark NJ, Roanoke VA, Sterling VA, Washington DC

New information we are looking for in our tour program:
Would like info on new destinations and activities.

To make our job easier a travel member could:
Maps, comp policies, detailed info about attractions.

Retail Tour Publication : Yes **Advertising Accepted :** No **Publication Deadline:** August

Member Of: ABA Alabama Motorcoach Association, Better Business Bureau, Commercial Vehicle Safety Alliance, National Motorcoach Network, Tennessee Motor Coach Association, Trailways Transportation System, Virginia Motorcoach Association

Cardinal Coach Inc.

North Carolina Meeting Notes: North Carolina based company who does a lot of business up and down I-95. They just bought a charter company in Raleigh in order to move more into that market.

252 Charlie Frederick Road Warsaw, North Carolina 28398-7632 Contact: James Harris Phone: 910 293-7695 Toll Free: 888 216-3918 Fax: 910 293-6992 E-Mail: cardinalcoach@intrstar.net Web Site:	Member Type: Bus Operator Tour/Charter Contact: Robert Nunnery Year Founded: 1990 Lift Equipped Available: No Affiliated Companies:
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 15%	Airport Shuttle (AS) : 0%		
Seniors (SR) : 15%	Charter (CH) : 75%	Day Trips: 150	Day Trips: 30
Student / Youth (SG) : 70%	Commuter (CO) : 0%	Multi-day Trips: 40	Multi-day Trips: 20
International / Inbound (IT) : 0%	Local Receptive (LRO) : 0%		
International / Outbound (IO) : 0%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 5%	Scheduled Service (SCH) : 0%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: Yes	
	Sightseeing (SS) : 0%	Areas Required: Pennsylvania, Williamsburg	
	Special Operations (SP) : 0%		
	Tour (TR) : 25%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Midprice	Breakfast: Yes	Economy, Midprice	2 Diamond, 3 Diamond
	Lunch: No		
	Dinner: Yes		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Agricultural / Farm Attraction, Amusement/Theme/Water Park, Brewery/Distillery/Winery, Casino, Cave/Cavern, Dinner Theater, Festival/Event, Garden/Arboretum, Historic Attraction, Museum, Shopping, Sporting Activity/Event, Theater, Zoo/Animal Park	Kissimmee FL, Lancaster PA, Myrtle Beach SC, New York City NY, Washington DC

Tour Destinations:
 DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, LOUISIANA, NEW YORK, NORTH CAROLINA, PENNSYLVANIA, VIRGINIA

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:
 Advertising Tech.

To make our job easier a travel member could:

Retail Tour Publication : No **Advertising Accepted :** No **Publication Deadline:**

Member Of: ABA Georgia Motorcoach Association, North Carolina Motorcoach Association, United Motorcoach Association, Virginia Motorcoach Association

Autocar Excellence Inc.

North Carolina Meeting Notes: Based in Quebec, it is a very long way to North Carolina. That said, they have a straight line down I-95 and do a good deal of business in Florida, so we are a natural stop for them. They also have a NASCAR branch and love going to the races. Heidi Walters is also working with this company.

874, Rue Archimede Levis, Quebec G6V 7M5 Contact: Claudia Boissonneault Phone: 418 835-3336 Toll Free: 800 463-2265 Fax: 418 835-3361 E-Mail: info@excellencecharter.com Web Site: www.excellencecharter.com	Member Type: Bus Operator Tour/Charter Contact: June Poli Year Founded: 1986 Lift Equipped Available: Yes Affiliated Companies: Transport Fontaine Ltee / Voyages Tour Etudiant / Voyages Club Select / Erabliere le Chemin du Roy
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 50%	Airport Shuttle (AS) : 0%	Day Trips: 0	Day Trips: 100
Seniors (SR) : 15%	Charter (CH) : 50%	Multi-day Trips: 0	Multi-day Trips: 300
Student / Youth (SG) : 35%	Commuter (CO) : 0%		
International / Inbound (IT) : 50%	Local Receptive (LRO) : 10%	Step On Guides Used: Yes	
International / Outbound (IO) : 50%	Package Express (PE) : 0%	Receptive Operators: No	
Corporate / Conventions (CC) : 0%	Scheduled Service (SCH) : 0%	Areas Required:	
	School Bus (SB) : 0%		
	Sightseeing (SS) : 0%		
	Special Operations (SP) : 0%		
	Tour (TR) : 40%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Economy, Midprice	Breakfast: Yes	Economy, Midprice	3 Diamond
	Lunch: Yes		
	Dinner: Yes		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Agricultural / Farm Attraction, Amusement/Theme/Water Park, Festival/Event, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Sporting Activity/Event	Montreal PQ, Niagara Falls ON, Ottawa ON, Quebec City PQ, Toronto ON

Tour Destinations:
 CONNECTICUT, FLORIDA, MAINE, MARYLAND, MASSACHUSETTS, NEW HAMPSHIRE, NEW YORK, PENNSYLVANIA, NEW BRUNSWICK, NOVA SCOTIA, ONTARIO, PRINCE EDWARD ISLAND, QUEBEC

Tour Origins - City:
 Montreal PQ, Quebec City PQ, Toronto ON

Tour Destinations - City:
 Montreal PQ, Quebec City PQ, Toronto ON

New information we are looking for in our tour program:
 Thematic tours

To make our job easier a travel member could:
 web sites and e-mail address

Retail Tour Publication : No **Advertising Accepted :** No **Publication Deadline:** April

Member Of: ABA International Motor Coach Group, Motor Coach Canada, New England Bus Association, Ontario Motor Coach Association, Quebec Motorcoach Owners Association, Student/Youth Travel Association of North America

DeNure Tours

North Carolina Meeting Notes: *Again, a Canadian company that Heidi Walters is working with. They are trying to target those customers in Ontario that enjoy going to Myrtle Beach and get them to go to North Carolina. I think they are interested in sending them to anywhere in North Carolina, not just the beach. They attended the North Carolina Dine-Around.*

71 Mount Hope St. Lindsay, Ontario K9V 5N5 Contact: Mary Kay McGuinness Phone: 705 324-6513 Toll Free: 800 668-6859 Fax: 705 324-9196 E-Mail: mkmcguinness@denuretours.com Web Site: www.denuretours.com	Member Type: Bus Operator Tour/Charter Contact: Howard Herman Year Founded: 1960 Lift Equipped Available: No Affiliated Companies:
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 10%	Airport Shuttle (AS) : 0%		
Seniors (SR) : 90%	Charter (CH) : 0%	Day Trips: 0	Day Trips: 0
Student / Youth (SG) : 0%	Commuter (CO) : 0%	Multi-day Trips: 0	Multi-day Trips: 0
International / Inbound (IT) : 0%	Local Receptive (LRO) : 0%		
International / Outbound (IO) : 0%	Package Express (PE) : 40%		
Corporate / Conventions (CC) : 0%	Scheduled Service (SCH) : 0%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: Yes	
	Sightseeing (SS) : 60%	Areas Required:	
	Special Operations (SP) : 0%		
	Tour (TR) : %		
	Travel Agency (TA) : 0%		

Types of Restaurant Used: Economy, Midprice, Upscale	Charters and Tours that include: Breakfast: Yes Lunch: No Dinner: No	Types of Hotels Used: Economy, Full Service, Limited Service, Upscale	AAA Ratings Used:
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Types of Attractions Visited: Brewery/Distillery/Winery, Casino, Dinner Theater, Festival/Event, Garden/Arboretum, Historic Attraction, Museum, Shopping, Sightseeing, Theater, Train	Top Five Areas Most Often Overnighted in:
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Tour Destinations:
 ALASKA, ARIZONA, CALIFORNIA, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, ILLINOIS, INDIANA, KENTUCKY, MASSACHUSETTS, MICHIGAN, MISSOURI, NEVADA, NEW YORK, NORTH CAROLINA, OHIO, PENNSYLVANIA, SOUTH CAROLINA, TENNESSEE, TEXAS, UTAH, VERMONT, ALBERTA, BRITISH COLUMBIA, NEW BRUNSWICK, NEWFOUNDLAND, NOVA SCOTIA, ONTARIO, PRINCE EDWARD ISLAND, QUEBEC, YUKON TERRITORY

Tour Origins - City:
 Las Vegas NV, Scottsdale AZ, St. Johns NF, Vancouver BC

Tour Destinations - City:
 Calgary AB, Edmonton AB, Las Vegas NV, Los Angeles CA, Vancouver BC

New information we are looking for in our tour program:
 local flavour via local people, tours, attractions

To make our job easier a travel member could:
 FAM trips, guidance from a local contact, maps and brochures upon request

Retail Tour Publication : Yes **Advertising Accepted :** No **Publication Deadline:**

Member Of: ABA Motor Coach Canada, Ontario Motor Coach Association, United Motorcoach Association

All About Tours/Amish Neighbors Tours Inc.

North Carolina Meeting Notes: <i>They would really like to do a Hollywood/Film theme-based tour. They are already working with Cardinal Coach on a wine/military tour called "Bottles and Six-Picks" (or something like that). They love North Carolina and are a lot of fun to work with.</i>			
Box 538 Intercourse, Pennsylvania 17534-0538 Contact: Ria Reuling-Hutchinson Phone: 717 687-8650 Toll Free: 800 632-6474 Fax: 717 687-9357 E-Mail: amishria@aol.com Web Site: www.allabouttours.net	Member Type: Travel Tour/Charter Contact: Year Founded: 0 Lift Equipped Available: No Affiliated Companies:		
Percentage of Customer Base:	Percentage of Business:		Charter Number of Trips
Adults (AD) : 85%	Airport Shuttle (AS) : 0%	Tour Number of Trips	
Seniors (SR) : 75%	Charter (CH) : 0%	Day Trips: 0	Day Trips: 3
Student / Youth (SG) : 15%	Commuter (CO) : 0%	Multi-day Trips: 0	Multi-day Trips: 10
International / Inbound (IT) : 10%	Local Receptive (LRO) : 35%	Step On Guides Used: Yes	
International / Outbound (IO) : 5%	Package Express (PE) : 0%	Receptive Operators: Yes	
Corporate / Conventions (CC) : 5%	Scheduled Service (SCH) : 0%	Areas Required: NYC, DC, VA, MD, and all outbound areas	
	School Bus (SB) : 0%		
	Sightseeing (SS) : 015%		
	Special Operations (SP) : 0%		
	Tour (TR) : 25%		
	Travel Agency (TA) : 0%		
Types of Restaurant Used:	Charters and Tours that include:		Types of Hotels Used:
Midprice, Upscale	Breakfast: Yes	AAA Ratings Used:	
	Lunch: No	Full Service, Midprice, Upscale	1 Diamond, 2 Diamond, 3 Diamond, 4 Diamond
	Dinner: Yes		
Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:		
Attraction - Other, Brewery/Distillery/Winery, Cave/Cavern, Factory Tour, Festival/Event, Floating/Boating/Cruise Line, Historic Attraction, Museum, Shopping, Sightseeing, Sporting Activity/Event, Theater	Baltimore MD, Lancaster PA, New York City NY, Philadelphia PA, Virginia Beach VA		
Tour Destinations: ILLINOIS, MARYLAND, MASSACHUSETTS, NEW YORK, NORTH CAROLINA, PENNSYLVANIA, SOUTH CAROLINA, TENNESSEE, VIRGINIA			
Tour Origins - City: Lancaster PA, New York City NY, Philadelphia PA			
Tour Destinations - City:			
New information we are looking for in our tour program: Something "hands on" and adventure tours			
To make our job easier a travel member could: Refer our company to your local CVB and Receptive and keep us on your mailing list for updated information. Consider doing a group leader FAM with us and the Motorcoach Operator we are working with.			
Retail Tour Publication : No Advertising Accepted : Yes Publication Deadline: April, July			
Member Of: ABA Alabama Motorcoach Association, Maryland Motorcoach Association, Motorcoach Association of South Carolina, National Tour Association, North Carolina Motorcoach Association, Pennsylvania Bus Association, Receptive Services Association, Tennessee Motor Coach Association, Virginia Motorcoach Association			

Northeast Unlimited Tours

North Carolina Meeting Notes: *This company is extremely interested in coastal product. I don't know much about the company, but they were extremely intent on developing coastal product! It appears they do a good deal of business in New England, but do currently run a few trips as far south as Washington, D.C.*

<p>63 Thom Ave Bourne, Massachusetts 02532</p> <p>Contact: Michelle Pino Phone: 508 759-7796 Toll Free: 800 759-6820 Fax: 508 759-7322 E-Mail: teresa@northeastunlimitedtours.com Web Site: www.northeastunlimitedtours.com</p>	<p>Member Type: Travel</p> <p>Tour/Charter Contact:</p> <p>Year Founded:</p> <p>Lift Equipped Available: No</p> <p>Affiliated Companies:</p>
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) :	% Airport Shuttle (AS) :	%	
Seniors (SR) :	% Charter (CH) :	% Day Trips:	Day Trips:
Student / Youth (SG) :	% Commuter (CO) :	% Multi-day Trips:	Multi-day Trips:
International / Inbound (IT) :	% Local Receptive (LRO) :	%	
International / Outbound (IO) :	% Package Express (PE) :	%	
Corporate / Conventions (CC) :	% Scheduled Service (SCH) :	% Step On Guides Used:	
	% School Bus (SB) :	% Receptive Operators:	
	% Sightseeing (SS) :	% Areas Required:	
	% Special Operations (SP) :	%	
	% Tour (TR) :	%	
	% Travel Agency (TA) :	%	

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
	Breakfast: No		
	Lunch: No		
	Dinner: No		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
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Tour Destinations:

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:

To make our job easier a travel member could:

Retail Tour Publication : **Advertising Accepted :** **Publication Deadline:**

Member Of: ABA Better Business Bureau, International Motor Coach Group, Ontario Motor Coach Association

Supreme Travel LLC

North Carolina Meeting Notes: *They are primarily a student tour operator. Though they do a lot of business in the northern-mid-west, they do have some successful trips through Georgia and Myrtle Beach.*

<p>P.O. Box 716 Menomonie, Wisconsin 54751</p> <p>Contact: Dan Erickson Phone: 715 235-4443 Toll Free: 866 962-3544 Fax: 715 235-4540 E-Mail: sttravelclub@yahoo.com Web Site: www.supremetravelllc.com</p>	<p>Member Type: Tour Operator</p> <p>Tour/Charter Contact:</p> <p>Year Founded: 2003</p> <p>Lift Equipped Available: No</p> <p>Affiliated Companies:</p>
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 15%	Airport Shuttle (AS) : 0%		
Seniors (SR) : 0%	Charter (CH) : 0%	Day Trips: 0	Day Trips: 240
Student / Youth (SG) : 85%	Commuter (CO) : 0%	Multi-day Trips: 0	Multi-day Trips: 45
International / Inbound (IT) : 0%	Local Receptive (LRO) : 0%		
International / Outbound (IO) : 0%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 0%	Scheduled Service (SCH) : 0%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: Yes	
	Sightseeing (SS) : 0%	Areas Required:	
	Special Operations (SP) : 0%		
	Tour (TR) : 100%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Economy, Midprice	Breakfast: Yes	Full Service, Limited Service, Midprice	2 Diamond, 3 Diamond
	Lunch: Yes		
	Dinner: Yes		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Amusement/Theme/Water Park, Attraction - Other, Dinner Theater, Floating/Boating/Cruise Line, IMAX Theater, Museum, Shopping, Sightseeing, Sporting Activity/Event, Theater, Zoo/Animal Park	Chicago IL, Minneapolis/St. Paul MN, New York City NY, Orlando FL, Washington DC

Tour Destinations:
 COLORADO, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, ILLINOIS, INDIANA, IOWA, KENTUCKY, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, NORTH DAKOTA, PENNSYLVANIA, SOUTH CAROLINA, SOUTH DAKOTA, TENNESSEE, TEXAS, VERMONT, WISCONSIN, ALBERTA, ONTARIO

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:

To make our job easier a travel member could:

Retail Tour Publication : No **Advertising Accepted :** No **Publication Deadline:**

Member Of: ABA Cruise Lines International Association

Travel Lynx

North Carolina Meeting Notes: <i>They do quite a few trips to Raleigh and run a line to the Cherokee Casino.</i>			
P.O. Box 1822 Shelby, North Carolina 28151 Contact: Jenny Boone Phone: 704 482-9077 Toll Free: 877 879-5969 Fax: 704 480-5969 E-Mail: jboone@travellynxtours.com Web Site: www.travellynxtours.com		Member Type: Bus Operator Tour/Charter Contact: Jenny Boone Year Founded: 2001 Lift Equipped Available: No Affiliated Companies:	
Percentage of Customer Base:		Percentage of Business:	
Adults (AD) :	25%	Airport Shuttle (AS) :	0%
Seniors (SR) :	35%	Charter (CH) :	70%
Student / Youth (SG) :	40%	Commuter (CO) :	0%
International / Inbound (IT) :	0%	Local Receptive (LRO) :	1%
International / Outbound (IO) :	0%	Package Express (PE) :	0%
Corporate / Conventions (CC) :	10%	Scheduled Service (SCH) :	0%
		School Bus (SB) :	0%
		Sightseeing (SS) :	0%
		Special Operations (SP) :	0%
		Tour (TR) :	25%
		Travel Agency (TA) :	0%
Types of Restaurant Used:		Charters and Tours that include:	
Economy, Midprice, Upscale		Breakfast:	Yes
		Lunch:	Yes
		Dinner:	Yes
Types of Attractions Visited:		Types of Hotels Used:	
Adventure Tours, Amusement/Theme/Water Park, Attraction - Other, Brewery/Distillery/Winery, Casino, Dinner Theater, Factory Tour, Festival/Event, Garden/Arboretum, Historic Attraction, Museum, Shopping, Sightseeing, Theater, Train, Zoo/Animal Park		Economy, Midprice	
		AAA Ratings Used:	
		3 Diamond, 4 Diamond	
Types of Attractions Visited:		Top Five Areas Most Often Overnighted in:	
Adventure Tours, Amusement/Theme/Water Park, Attraction - Other, Brewery/Distillery/Winery, Casino, Dinner Theater, Factory Tour, Festival/Event, Garden/Arboretum, Historic Attraction, Museum, Shopping, Sightseeing, Theater, Train, Zoo/Animal Park		Atlanta GA, Myrtle Beach SC, Orlando FL, Pigeon Forge TN, Washington DC	
Tour Destinations:			
UNITED STATES			
Tour Origins - City:			
Tour Destinations - City:			
Charlotte NC			
New information we are looking for in our tour program:			
Adventure Tours			
To make our job easier a travel member could:			
Retail Tour Publication : Yes		Advertising Accepted : Yes	
		Publication Deadline:	
Member Of: ABA North Carolina Motorcoach Association, United Motorcoach Association			

Rendezvous Travel

North Carolina Meeting Notes: *They run day trips to the Outer Banks and they would be interested in extending their stay overnight. Maybe a lighthouse tour or even renting houses overnight. They love movies. Perhaps they would also be interested in a lighthouse tour.*

2154 Seneca Drive N. Merrick, New York 11566 Contact: Carolyn Rende Phone: 516 867-8747 Toll Free: Fax: 516 868-8007 E-Mail: tony@rendezvous.travel Web Site: www.rendezvous.travel	Member Type: Tour Operator Tour/Charter Contact: Antoinette Mirayes Carolyn Rende Year Founded: 2004 Lift Equipped Available: No Affiliated Companies:
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 10%	Airport Shuttle (AS) : 0%		
Seniors (SR) : 75%	Charter (CH) : 0%	Day Trips: 0	Day Trips: 0
Student / Youth (SG) : 15%	Commuter (CO) : 0%	Multi-day Trips: 0	Multi-day Trips: 0
International / Inbound (IT) : 0%	Local Receptive (LRO) : 15%		
International / Outbound (IO) : 10%	Package Express (PE) : 0%	Step On Guides Used: Yes	
Corporate / Conventions (CC) : 10%	Scheduled Service (SCH) : 0%	Receptive Operators: Yes	
	School Bus (SB) : 0%	Areas Required:	
	Sightseeing (SS) : 15%		
	Special Operations (SP) : 0%		
	Tour (TR) : 65%		
	Travel Agency (TA) : 5%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Midprice, Upscale	Breakfast: Yes	Full Service, Limited Service, Midprice, Upscale	3 Diamond
	Lunch: No		
	Dinner: Yes		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Amusement/Theme/Water Park, Attraction - Other, Brewery/Distillery/Winery, Casino, Cave/Cavern, Dinner Theater, Factory Tour, Festival/Event, IMAX Theater, Museum, Racetrack, Shopping, Sightseeing, Sporting Activity/Event, Theater, Ticket Company	Atlantic City NJ, Cape Cod MA, Lancaster PA, Niagara Falls NY

Tour Destinations:
 ALABAMA, ALASKA, CALIFORNIA, CONNECTICUT, DELAWARE, DISTRICT OF COLUMBIA, FLORIDA, HAWAII, ILLINOIS, KENTUCKY, LOUISIANA, MAINE, MARYLAND, MASSACHUSETTS, MICHIGAN, NEW HAMPSHIRE, NEW JERSEY, NEW YORK, NORTH CAROLINA, OHIO, PENNSYLVANIA, RHODE ISLAND, TENNESSEE, VERMONT, VIRGINIA, WEST VIRGINIA, NEW BRUNSWICK, NEWFOUNDLAND, NOVA SCOTIA, ONTARIO, PRINCE EDWARD ISLAND, QUEBEC

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:

To make our job easier a travel member could:

Retail Tour Publication : Yes **Advertising Accepted :** No **Publication Deadline:** June

Member Of: ABA

Little Rock Tours Inc.

North Carolina Meeting Notes: Interested in Raleigh. Interested in videos to help sell the area. Both owners used to be news anchors and they have relationships with the local television stations. As they are out touring the world, they will bring back video of local areas and get them to run a news piece on it to peak Little Rock viewers' interest.

3100 Interstate 30 Little Rock, Arkansas 72206 Contact: Cary Martin Phone: 501 868-7287 Toll Free: 800 933-3836 Fax: 501 978-4393 E-Mail: tickets@littlerocktours.com Web Site: www.littlerocktours.com	Member Type: Bus Operator Tour/Charter Contact: Karen Wilkerson Year Founded: 2002 Lift Equipped Available: No Affiliated Companies: Motorcoach services and dumping facility
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 30%	Airport Shuttle (AS) : 10%		
Seniors (SR) : 40%	Charter (CH) : 30%	Day Trips: 200	Day Trips: 12
Student / Youth (SG) : 30%	Commuter (CO) : 0%	Multi-day Trips: 500	Multi-day Trips: 5
International / Inbound (IT) : 0%	Local Receptive (LRO) : 20%		
International / Outbound (IO) : 0%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 10%	Scheduled Service (SCH) : 0%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: Yes	
	Sightseeing (SS) : 20%	Areas Required: South and Southeast	
	Special Operations (SP) : 0%		
	Tour (TR) : 20%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Economy, Midprice	Breakfast: Yes	Midprice	2 Diamond, 3 Diamond
	Lunch: Yes		
	Dinner: Yes		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Adventure Tours, Agricultural / Farm Attraction, Amusement/Theme/Water Park, Attraction - Other, Brewery/Distillery/Winery, Casino, Cave/Cavern, Dinner Theater, Factory Tour, Festival/Event, Historic Attraction, Racetrack, Shopping, Sightseeing, Sporting Activity/Event	Branson MO, Dallas TX, Knoxville TN, Memphis TN, Nashville TN

Tour Destinations:
 ARKANSAS, DISTRICT OF COLUMBIA, FLORIDA, ILLINOIS, LOUISIANA, MISSOURI, OKLAHOMA, TENNESSEE, TEXAS, VIRGINIA

Tour Origins - City:
 Little Rock AR

Tour Destinations - City:
 Little Rock AR

New information we are looking for in our tour program:
 We travel primarily in the southeast and midwest US.

To make our job easier a travel member could:
 Updated information on what's new and exciting, rate changes, and what is unique in the area. What can my customers do there that they can't do anywhere else in the country? Provide plenty of photos, and DVD's that I can use on the motorcoach to sell the next tour.

Retail Tour Publication : No **Advertising Accepted :** No **Publication Deadline:**

Member Of: ABA American Society of Association Executives, Better Business Bureau, National Motorcoach Network, National Tour Association, SDDC-Department of Defense Carrier, United Motorcoach Association

Lowee's Group Tours & Receptive Services LLC

North Carolina Meeting Notes: Working with Charlotte, Winston-Salem and I-95 Corridor on a group leader fam tour. Great receptive to work with.			
P.O. Box 6658 Harrisburg, Pennsylvania 17112-2125		Member Type: Tour Operator	
Contact: Brent Kelly		Tour/Charter Contact: Chrissie Kelly	
Phone: 717 657-9658		Year Founded: 1984	
Toll Free: 888 345-6933		Lift Equipped Available: No	
Fax: 717 652-9476		Affiliated Companies:	
E-Mail: bkelly@lowees.com			
Web Site: www.lowees.com			
Percentage of Customer Base:		Percentage of Business:	
Adults (AD) :	47%	Airport Shuttle (AS) :	5%
Seniors (SR) :	50%	Charter (CH) :	0%
Student / Youth (SG) :	3%	Commuter (CO) :	0%
International / Inbound (IT) :	1%	Local Receptive (LRO) :	10%
International / Outbound (IO) :	5%	Package Express (PE) :	0%
Corporate / Conventions (CC) :	5%	Scheduled Service (SCH) :	0%
		School Bus (SB) :	10%
		Sightseeing (SS) :	15%
		Special Operations (SP) :	0%
		Tour (TR) :	50%
		Travel Agency (TA) :	10%
Types of Restaurant Used:		Charters and Tours that include:	
Economy, Midprice, Upscale		Breakfast:	Yes
		Lunch:	Yes
		Dinner:	Yes
Types of Attractions Visited:		Types of Hotels Used:	
Adventure Tours, Amusement/Theme/Water Park, Brewery/Distillery/Winery, Casino, Cave/Cavern, Dinner Theater, Festival/Event, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Shopping, Sporting Activity/Event, Theater, Train, Zoo/Animal Park		Full Service, Limited Service, Midprice, Upscale	
		AAA Ratings Used:	
Types of Attractions Visited:		Top Five Areas Most Often Overnighed in:	
Adventure Tours, Amusement/Theme/Water Park, Brewery/Distillery/Winery, Casino, Cave/Cavern, Dinner Theater, Festival/Event, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Shopping, Sporting Activity/Event, Theater, Train, Zoo/Animal Park			
Tour Destinations:			
CONNECTICUT, DELAWARE, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, ILLINOIS, MAINE, MARYLAND, MASSACHUSETTS, MICHIGAN, MISSOURI, NEW HAMPSHIRE, NEW JERSEY, NEW YORK, NORTH CAROLINA, OHIO, PENNSYLVANIA, SOUTH CAROLINA, TENNESSEE, VERMONT, VIRGINIA, WEST VIRGINIA			
Tour Origins - City:			
Tour Destinations - City:			
New information we are looking for in our tour program:			
To make our job easier a travel member could:			
Timed Itineraries			
Retail Tour Publication : No			
Advertising Accepted : Yes		Publication Deadline: October	
Member Of: ABA American Society of Travel Agents, Cruise Lines International Association, International Airlines Travel Agent Network, National Tour Association			

Wade Tours CNY

North Carolina Meeting Notes: *There is a Wade Tours, Eastern New York as well. Both are looking to develop more coastal product. They are a large, old, established tour company that has a great deal of product.*

<p>37 Kirkland Ave. Clinton, New York 13323</p> <p>Contact: Crystal DeLorenzo Phone: 315 853-4030 Toll Free: 800 955-9233 Fax: 315 853-4049 E-Mail: crystal@wadetours.com Web Site: www.wadetours.com</p>	<p>Member Type: Bus Operator</p> <p>Tour/Charter Contact:</p> <p>Year Founded: 1926</p> <p>Lift Equipped Available: No</p> <p>Affiliated Companies:</p>
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 25%	Airport Shuttle (AS) : 0%	Day Trips: 2500	Day Trips: 225
Seniors (SR) : 50%	Charter (CH) : 60%	Multi-day Trips: 500	Multi-day Trips: 75
Student / Youth (SG) : 25%	Commuter (CO) : 0%		
International / Inbound (IT) : 0%	Local Receptive (LRO) : 0%		
International / Outbound (IO) : 0%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 0%	Scheduled Service (SCH) : 10%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: Yes	
	Sightseeing (SS) : 0%	Areas Required: All	
	Special Operations (SP) : 5%		
	Tour (TR) : 25%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Midprice, Upscale	Breakfast: Yes Lunch: Yes Dinner: Yes	Full Service, Limited Service, Midprice, Upscale	3 Diamond, 4 Diamond

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Adventure Tours, Agricultural / Farm Attraction, Amusement/Theme/Water Park, Brewery/Distillery/Winery, Casino, Cave/Cavern, Dinner Theater, Festival/Event, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Shopping, Sporting Activity/Event, Theater, Train, Zoo/Animal Park	Cape Cod MA, Lancaster PA, Niagara Falls ON, Philadelphia PA, Washington DC

Tour Destinations:
CONNECTICUT, DELAWARE, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, HAWAII, KENTUCKY, LOUISIANA, MAINE, MARYLAND, MASSACHUSETTS, MICHIGAN, MINNESOTA, MISSOURI, NEVADA, NEW HAMPSHIRE, NEW JERSEY, NEW YORK, NORTH CAROLINA, OHIO, PENNSYLVANIA, RHODE ISLAND, SOUTH CAROLINA, SOUTH DAKOTA, TENNESSEE, TEXAS, UTAH, VERMONT, VIRGINIA, WEST VIRGINIA, WYOMING, ALBERTA, BRITISH COLUMBIA, NEW BRUNSWICK, NOVA SCOTIA, ONTARIO, PRINCE EDWARD ISLAND, MEXICO

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:

To make our job easier a travel member could:
Detailed itineraries.

Retail Tour Publication : Yes **Advertising Accepted :** Yes **Publication Deadline:** November

Member Of: ABA New England Bus Association, United Motorcoach Association

Steve Ellis Tour & Receptive

North Carolina Meeting Notes: <i>They are mostly concerned with lowering negotiated rack rates and keeping their information current.</i>			
P.O. Box 383 Pigeon Forge, Tennessee 37868-0383 Contact: Steve Ellis, CTP Phone: 865 429-5070 Toll Free: 800 953-7469 Fax: 865 429-8028 E-Mail: steve@discountours.com Web Site: www.discountours.com		Member Type: Tour Operator Tour/Charter Contact: Year Founded: 1994 Lift Equipped Available: No Affiliated Companies:	
Percentage of Customer Base:		Percentage of Business:	
Adults (AD) :	15%	Airport Shuttle (AS) :	0%
Seniors (SR) :	80%	Charter (CH) :	0%
Student / Youth (SG) :	5%	Commuter (CO) :	0%
International / Inbound (IT) :	5%	Local Receptive (LRO) :	50%
International / Outbound (IO) :	5%	Package Express (PE) :	0%
Corporate / Conventions (CC) :	10%	Scheduled Service (SCH) :	0%
		School Bus (SB) :	0%
		Sightseeing (SS) :	0%
		Special Operations (SP) :	0%
		Tour (TR) :	20%
		Travel Agency (TA) :	30%
Types of Restaurant Used:		Charters and Tours that include:	
Economy, Midprice, Upscale		Breakfast:	Yes
		Lunch:	No
		Dinner:	Yes
Types of Attractions Visited:		Top Five Areas Most Often Overnighted in:	
		Asheville NC, Atlanta GA, Louisville KY, Myrtle Beach SC, Nashville TN	
Tour Destinations:			
ALABAMA, ARKANSAS, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, KENTUCKY, LOUISIANA, MISSISSIPPI, MISSOURI, NORTH CAROLINA, OHIO, PENNSYLVANIA, SOUTH CAROLINA, TENNESSEE, TEXAS, VIRGINIA, WEST VIRGINIA			
Tour Origins - City:			
Tour Destinations - City:			
Knoxville TN			
New information we are looking for in our tour program:			
unique and different things that a conventions group would do. Something that a tour group would not normally do			
To make our job easier a travel member could:			
Retail Tour Publication : Yes		Advertising Accepted : Yes	
Publication Deadline: February			
Member Of: ABA Alabama Motorcoach Association, American Society of Travel Agents, Cruise Lines International Association, Florida Motorcoach Association, Georgia Motorcoach Association, Georgia Motorcoach Operators Association, Group Leaders of America, Group Tour Magazine Travel Organization, International Air Transport Association, International Airlines Travel Agent Network, International Motor Coach Group, Motorcoach Association of South Carolina, National Motorcoach Network, National Tour Association, North Carolina Motorcoach Association, Ontario Motor Coach Association, Pennsylvania Bus Association, South Central Motorcoach Association, South Carolina Motor Coach Association, Tennessee Motor Coach Association, Travel Alliance Partners, Virginia Motorcoach Association			

Kaleidoscope Adventures Inc.

North Carolina Meeting Notes: *They do nothing but student performances and festival destination. North Carolina needs to work on this market. They are looking for places where they can perform, but also places that they can tour and perhaps perform without an audience. In other words, their performance may never draw an audience at Radio City Music Hall, but if they could perform their and feel what it is like to be treated like a star, they will remember it for a lifetime. Also, they don't just perform; they tour local attractions and enjoy themed dining. It is also very important to have a local vendor from whom they can rent chairs for their performances.*

7131 Grand National Drive, Suite 101 Orlando, Florida 32819-8985 Contact: Jessie Sloan Phone: 407 345-4899 Toll Free: 800 774-7337 Fax: 407 345-2890 E-Mail: info@kaleidoscopeadventures.com Web Site: www.kaleidoscopeadventures.com	Member Type: Tour Operator Tour/Charter Contact: Year Founded: 1993 Lift Equipped Available: No Affiliated Companies:
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 0%	Airport Shuttle (AS) : 0%	Day Trips: 0	Day Trips: 5
Seniors (SR) : 0%	Charter (CH) : 0%	Multi-day Trips: 0	Multi-day Trips: 100
Student / Youth (SG) : 100%	Commuter (CO) : 0%		
International / Inbound (IT) : 0%	Local Receptive (LRO) : 0%		
International / Outbound (IO) : 0%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 0%	Scheduled Service (SCH) : 0%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: No	
	Sightseeing (SS) : 0%	Areas Required: Boston	
	Special Operations (SP) : 0%		
	Tour (TR) : 100%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Economy, Midprice	Breakfast: Yes	Economy, Limited Service, Midprice	2 Diamond, 3 Diamond, 4 Diamond
	Lunch: No		
	Dinner: Yes		

Types of Attractions Visited:	Top Five Areas Most Often Overnighed in:
Amusement/Theme/Water Park, Dinner Theater, Floating/Boating/Cruise Line, Historic Attraction, IMAX Theater, Museum, Theater, Zoo/Animal Park	Atlanta GA, Gatlinburg TN, New York City NY, Orlando FL, Washington DC

Tour Destinations:
 CALIFORNIA, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, HAWAII, ILLINOIS, LOUISIANA, MASSACHUSETTS, MISSOURI, NEW YORK, NORTH CAROLINA, PENNSYLVANIA, SOUTH CAROLINA, TENNESSEE, TEXAS, VIRGINIA, ONTARIO

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:
 What is new for student groups in any of our current destinations.

To make our job easier a travel member could:
 Tell us best rates at convention for the next season. Have tier pricing for the ABA tour operators members.

Retail Tour Publication : No	Advertising Accepted : No	Publication Deadline: June
Member Of: ABA Better Business Bureau, Cruise Lines International Association, Student/Youth Travel Association of North America		

Oleta Coach Lines Inc.

North Carolina Meeting Notes: *They work quite a bit with church groups and have a keen interest in the Billy Graham Library. Their customers really love to shop.*

P.O. Box 466 Williamsburg, Virginia 23187-0466 Contact: David Smith Phone: 757 253-1008 Toll Free: 800 656-5382 Fax: 757 253-1050 E-Mail: howardsr@oleta.com Web Site: www.oleta.com	Member Type: Bus Operator Tour/Charter Contact: David Smith Towana O. Smith Year Founded: 1986 Lift Equipped Available: No Affiliated Companies:
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 68%	Airport Shuttle (AS) : 10%		
Seniors (SR) : 2%	Charter (CH) : 48%	Day Trips: 0	Day Trips: 20
Student / Youth (SG) : 30%	Commuter (CO) : 0%	Multi-day Trips: 0	Multi-day Trips: 10
International / Inbound (IT) : 1%	Local Receptive (LRO) : 10%		
International / Outbound (IO) : 1%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 2%	Scheduled Service (SCH) : 2%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: No	
	Sightseeing (SS) : 15%	Areas Required:	
	Special Operations (SP) : 0%		
	Tour (TR) : 10%		
	Travel Agency (TA) : 5%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Economy, Midprice	Breakfast: Yes Lunch: Yes Dinner: Yes	Economy, Full Service, Midprice	2 Diamond, 3 Diamond

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Agricultural / Farm Attraction, Amusement/Theme/Water Park, Cave/Cavern, Dinner Theater, Garden/Arboretum, Historic Attraction, Museum, Shopping, Zoo/Animal Park	Norfolk VA, Richmond VA, Washington DC, Williamsburg VA

Tour Destinations:
 CONNECTICUT, DELAWARE, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, MARYLAND, MASSACHUSETTS, NEW YORK, NORTH CAROLINA, PENNSYLVANIA, SOUTH CAROLINA, VERMONT, VIRGINIA, WEST VIRGINIA, ONTARIO

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:

To make our job easier a travel member could:

Retail Tour Publication : Yes **Advertising Accepted :** No **Publication Deadline:**

Member Of: ABA National Association of Motorcoach Operators, United Motorcoach Association, Virginia Motorcoach Association

Spirit Tours LLC

North Carolina Meeting Notes: <i>They are working with Durham on HBCU listings.</i>			
12134 Washington Hwy, Ste B Ashland, Virginia 23005-7640 Contact: Robyn Winston Phone: 804 798-0091 Toll Free: Fax: 804 798-0114 E-Mail: rwinston01@comcast.net Web Site: www.spirittourscoach.com		Member Type: Bus Operator Tour/Charter Contact: Robyn Winston Year Founded: 2000 Lift Equipped Available: Yes Affiliated Companies:	
Percentage of Customer Base:		Percentage of Business:	
Adults (AD) :	45%	Airport Shuttle (AS) :	0%
Seniors (SR) :	10%	Charter (CH) :	95%
Student / Youth (SG) :	45%	Commuter (CO) :	0%
International / Inbound (IT) :	0%	Local Receptive (LRO) :	0%
International / Outbound (IO) :	0%	Package Express (PE) :	0%
Corporate / Conventions (CC) :	10%	Scheduled Service (SCH) :	0%
		School Bus (SB) :	0%
		Sightseeing (SS) :	0%
		Special Operations (SP) :	0%
		Tour (TR) :	5%
		Travel Agency (TA) :	0%
Types of Restaurant Used:		Charters and Tours that include:	
Economy, Midprice		Breakfast:	Yes
		Lunch:	No
		Dinner:	Yes
Types of Attractions Visited:		Types of Hotels Used:	
Amusement/Theme/Water Park, Casino, Dinner Theater, Floating/Boating/Cruise Line, Garden/Arboretum, Historic Attraction, Museum, Shopping, Sightseeing, Sporting Activity/Event, Theater, Ticket Company, Zoo/Animal Park		Full Service, Limited Service, Midprice	
		AAA Ratings Used:	
		2 Diamond, 3 Diamond	
Types of Attractions Visited:		Top Five Areas Most Often Overnighted in:	
		Baltimore MD, Lancaster PA, New York City NY, Orlando FL, Washington DC	
Tour Destinations:			
DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, MARYLAND, NEW JERSEY, NEW YORK, NORTH CAROLINA, PENNSYLVANIA, SOUTH CAROLINA, TENNESSEE, VIRGINIA, WEST VIRGINIA, ONTARIO			
Tour Origins - City:			
Charlottesville VA, Richmond VA, Washington DC			
Tour Destinations - City:			
Charlottesville VA, Richmond VA, Washington DC			
New information we are looking for in our tour program:			
To make our job easier a travel member could:			
Group/hotel room blocks, amusement park tickets.			
Retail Tour Publication : No		Advertising Accepted : No	
Publication Deadline:			
Member Of: ABA Cruise Lines International Association, National Association of Motorcoach Operators, United Motorcoach Association, Virginia Motorcoach Association			

Leisure Time Charters and Tours

North Carolina Meeting Notes: *They are extremely interested in some sort of film product from the state. They do a good bit of student trips throughout the year.*

P.O. Box 639 Emerson, Georgia 30137 Contact: Brenda Tidwell, CTIS Phone: 770 382-7726 Toll Free: Fax: 770 387-0928 E-Mail: leisuretimebus@bellsouth.net Web Site: www.ltbus.com	Member Type: Bus Operator Tour/Charter Contact: Brenda Tidwell Year Founded: 1991 Lift Equipped Available: Yes Affiliated Companies: NONE
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 10%	Airport Shuttle (AS) : 0%		
Seniors (SR) : 42%	Charter (CH) : 50%	Day Trips: 250	Day Trips: 75
Student / Youth (SG) : 48%	Commuter (CO) : 0%	Multi-day Trips: 0	Multi-day Trips: 75
International / Inbound (IT) : 1%	Local Receptive (LRO) : 1%		
International / Outbound (IO) : 0%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 1%	Scheduled Service (SCH) : 0%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: Yes	
	Sightseeing (SS) : 1%	Areas Required: Nova Scotia, Cape Cod, New England	
	Special Operations (SP) : 0%		
	Tour (TR) : 48%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used: Midprice	Charters and Tours that include: Breakfast: Yes Lunch: Yes Dinner: Yes	Types of Hotels Used: Midprice	AAA Ratings Used: 3 Diamond, 4 Diamond
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Types of Attractions Visited: Adventure Tours, Agricultural / Farm Attraction, Amusement/Theme/Water Park, Brewery/Distillery/Winery, Casino, Cave/Cavern, Dinner Theater, Factory Tour, Festival/Event, Floating/Boating/Cruise Line, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Shopping, Theater, Train, Zoo/Animal Park	Top Five Areas Most Often Overnighed in: Asheville NC, Biloxi MS, Branson MO, Nashville TN
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Tour Destinations:
UNITED STATES, MANITOBA, NEW BRUNSWICK, NOVA SCOTIA, ONTARIO

Tour Origins - City:
Atlanta GA

Tour Destinations - City:
Atlanta GA

New information we are looking for in our tour program:
Good hotel rates, more Christmas in November, students. We need GOOD hotel rates!

To make our job easier a travel member could:
Itineraries, tour escort notes, clip art or graphics, fams. Good hotel rates can cause almost anything to run!

Retail Tour Publication : Yes **Advertising Accepted :** Yes **Publication Deadline:**

Member Of: ABA Georgia Motorcoach Operators Association, United Motorcoach Association

Frank Martz Coach Company/Martz Trailways

North Carolina Meeting Notes: They have been around for 100 years and make their living running a line during the week into New York City and also tours down to Florida and Georgia. They are extremely cold on creating new product. I would say if anything, the I-95 Corridor might be able to convince them to stop and eat when they change drivers (which they always do in the Fayetteville area).

<p>P.O. Box 1007 Wilkes Barre, Pennsylvania 18773-1007</p> <p>Contact: Robert Chepalonis Phone: 570 821-3838 Toll Free: 800 233-8604 Fax: 570 821-3811 E-Mail: rchepalonis@martzgroup.com Web Site: www.martzgroup.com</p>	<p>Member Type: Bus Operator</p> <p>Tour/Charter Contact: Michelle Marshallsay</p> <p>Year Founded: 1908</p> <p>Lift Equipped Available: Yes</p> <p>Affiliated Companies: National Coach Works Inc., Coach Service and Leasing Inc., FMH Leasing, Martz Travel, FM Realty, Frank Martz Company, First Class Coach Company, Gold Line Inc.</p>
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 85%	Airport Shuttle (AS) : 0%	Day Trips: 1089	Day Trips: 154
Seniors (SR) : 8%	Charter (CH) : 9%	Multi-day Trips: 468	Multi-day Trips: 25
Student / Youth (SG) : 7%	Commuter (CO) : 88%		
International / Inbound (IT) : 2%	Local Receptive (LRO) : 0%	Step On Guides Used: Yes	
International / Outbound (IO) : 0%	Package Express (PE) : 0%	Receptive Operators: Yes	
Corporate / Conventions (CC) : 1%	Scheduled Service (SCH) : 2%	Areas Required: Washington, D.C., Maine, New Hampshire, New York, Pennsylvania, Canada	
	School Bus (SB) : 0%		
	Sightseeing (SS) : 0%		
	Special Operations (SP) : 0%		
	Tour (TR) : 2%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used: Economy, Midprice	Charters and Tours that include: Breakfast: Yes Lunch: Yes Dinner: Yes	Types of Hotels Used: Economy, Full Service, Limited Service, Midprice	AAA Ratings Used: 3 Diamond
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Types of Attractions Visited: Agricultural / Farm Attraction, Amusement/Theme/Water Park, Brewery/Distillery/Winery, Casino, Dinner Theater, Festival/Event, Garden/Arboretum, Historic Attraction, Museum, Shopping, Sporting Activity/Event, Theater, Train, Zoo/Animal Park	Top Five Areas Most Often Overnighed in: Cape Cod MA, New York City NY, Niagara Falls ON, Washington DC
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Tour Destinations:
DISTRICT OF COLUMBIA, MAINE, MARYLAND, MASSACHUSETTS, NEW JERSEY, NEW YORK, PENNSYLVANIA, VIRGINIA

Tour Origins - City:
Atlantic City NJ, Gettysburg PA, Lancaster PA, New York City NY, Philadelphia PA

Tour Destinations - City:
Scranton PA, Wilkes Barre PA

New information we are looking for in our tour program:
Itineraries that can be put on our Web site.

To make our job easier a travel member could:
Digital photos to help sell tours.

Retail Tour Publication : Yes **Advertising Accepted :** Yes **Publication Deadline:** October

Member Of: ABA Greater New Jersey Motorcoach Association, Pennsylvania Bus Association, Trailways Transportation System

Lamplighter Tours of Atlanta

North Carolina Meeting Notes: *This company is a receptive in Atlanta and have never done outbound before. That said they were at NTA as well with promise that they were developing product for the state of North Carolina. So, they are new to outbound and I think they are open to just about anything – whether or not they actually start doing outbound is another question.*

P.O. Box 957718 Duluth, Georgia 30095 Contact: Lee Klaer Phone: 770 814-9330 Toll Free: 800 258-4142 Fax: 678 475-0655 E-Mail: lamplightertours@bellsouth.net Web Site: www.lamplightertours.net	Member Type: Travel Tour/Charter Contact: Lee Klaer Year Founded: Lift Equipped Available: No Affiliated Companies:
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) :	0% Airport Shuttle (AS) :	0%	
Seniors (SR) :	0% Charter (CH) :	0%	Day Trips: 0
Student / Youth (SG) :	0% Commuter (CO) :	0%	Multi-day Trips: 0
International / Inbound (IT) :	0% Local Receptive (LRO) :	0%	
International / Outbound (IO) :	0% Package Express (PE) :	0%	
Corporate / Conventions (CC) :	0% Scheduled Service (SCH) :	0%	Step On Guides Used: No
	School Bus (SB) :	0%	Receptive Operators: No
	Sightseeing (SS) :	0%	Areas Required:
	Special Operations (SP) :	0%	
	Tour (TR) :	0%	
	Travel Agency (TA) :	0%	

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
	Breakfast: No		
	Lunch: No		
	Dinner: No		

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:

Tour Destinations:
 ALABAMA, FLORIDA, GEORGIA, KENTUCKY, LOUISIANA, MISSISSIPPI, NORTH CAROLINA, SOUTH CAROLINA, TENNESSEE

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:

To make our job easier a travel member could:

Retail Tour Publication : No **Advertising Accepted :** No **Publication Deadline:**

Member Of: ABA National Tour Association

Travac Tours

North Carolina Meeting Notes: <i>They are developing North Carolina product and are looking for new ideas.</i>			
1309 Carling Avenue Ottawa, Ontario K1Z 7L3		Member Type: Prospect	
Contact: Karl Gildner		Tour/Charter Contact:	
Phone: 613 728-1934		Year Founded:	
Toll Free:		Lift Equipped Available: No	
Fax:		Affiliated Companies:	
E-Mail: specials@travactravel.ca			
Web Site: www.travactours.com			
Percentage of Customer Base:		Percentage of Business:	
Adults (AD) :	0%	Airport Shuttle (AS) :	0%
Seniors (SR) :	0%	Charter (CH) :	0%
Student / Youth (SG) :	0%	Commuter (CO) :	0%
International / Inbound (IT) :	0%	Local Receptive (LRO) :	0%
International / Outbound (IO) :	0%	Package Express (PE) :	0%
Corporate / Conventions (CC) :	0%	Scheduled Service (SCH) :	0%
		School Bus (SB) :	0%
		Sightseeing (SS) :	0%
		Special Operations (SP) :	0%
		Tour (TR) :	0%
		Travel Agency (TA) :	0%
		Charter Number of Trips	
		Tour Number of Trips	
		Day Trips:	Day Trips:
		Multi-day Trips:	Multi-day Trips:
		Step On Guides Used:	
		Receptive Operators:	
		Areas Required:	
Types of Restaurant Used:		Charters and Tours that include:	
		Breakfast:	No
		Lunch:	No
		Dinner:	No
Types of Attractions Visited:		Top Five Areas Most Often Overnighed in:	
Tour Destinations:			
Tour Origins - City:			
Tour Destinations - City:			
New information we are looking for in our tour program:			
To make our job easier a travel member could:			
Retail Tour Publication :		Advertising Accepted :	
Member Of: ABA		Publication Deadline:	

Tourco's Firstline Tours Inc.

North Carolina Meeting Notes: *This company is not affiliated with the Tourco of Maine. They mentioned that the go to Asheville all the time. And, they were quite adamant about the fact that it is up to the DMO's to create product for the tour operators.*

1313 Osborne Road N.E. Minneapolis, Minnesota 55432		Member Type: Bus Operator	
Contact: Tom Blumberg Phone: 763 780-2985 Toll Free: 800 868-7261 Fax: 763 784-6644 E-Mail: tourcotrav@aol.com Web Site: www.tourco.net		Tour/Charter Contact: Year Founded: 1992 Lift Equipped Available: No Affiliated Companies:	
Percentage of Customer Base:		Percentage of Business:	
Adults (AD) : 0% Seniors (SR) : 73% Student / Youth (SG) : 27%	Airport Shuttle (AS) : 0% Charter (CH) : 0% Commuter (CO) : 0% Local Receptive (LRO) : 10% Package Express (PE) : 0% Scheduled Service (SCH) : 0% School Bus (SB) : 0% Sightseeing (SS) : 15% Special Operations (SP) : 0% Tour (TR) : 75% Travel Agency (TA) : 0%	Charter Number of Trips Day Trips: 250 Multi-day Trips: 50	Tour Number of Trips Day Trips: 100 Multi-day Trips: 50
International / Inbound (IT) : 5% International / Outbound (IO) : 0% Corporate / Conventions (CC) : 10%	Step On Guides Used: Yes Receptive Operators: Yes Areas Required: New Orleans		
Types of Restaurant Used:	Charters and Tours that include: Breakfast: Yes Lunch: Yes Dinner: Yes	Types of Hotels Used: Midprice	AAA Ratings Used:
Types of Attractions Visited:		Top Five Areas Most Often Overnighted in: Albuquerque NM, Anchorage AK, Banff AB, Branson MO, Chicago IL	
Tour Destinations: ALABAMA, ALASKA, ARIZONA, ARKANSAS, CALIFORNIA, COLORADO, CONNECTICUT, DELAWARE, DISTRICT OF COLUMBIA, FLORIDA, GEORGIA, HAWAII, ILLINOIS, INDIANA, IOWA, KANSAS, LOUISIANA, MAINE, MASSACHUSETTS, MICHIGAN, MINNESOTA, MISSISSIPPI, MISSOURI, MONTANA, NEW HAMPSHIRE, NEW MEXICO, NEW YORK, NORTH CAROLINA, NORTH DAKOTA, OHIO, OKLAHOMA, OREGON, PENNSYLVANIA, SOUTH CAROLINA, SOUTH DAKOTA, TENNESSEE, TEXAS, UTAH, VERMONT, VIRGINIA, WASHINGTON, WISCONSIN, WYOMING, ALBERTA, BRITISH COLUMBIA, MANITOBA, NEW BRUNSWICK, NOVA SCOTIA, ONTARIO, PRINCE EDWARD ISLAND, QUEBEC			
Tour Origins - City: Minneapolis/St. Paul MN			
Tour Destinations - City: Minneapolis/St. Paul MN			
New information we are looking for in our tour program: Restaurant and sightseeing, hotel, soft adventures.			
To make our job easier a travel member could: Itineraries.			
Retail Tour Publication : Yes		Advertising Accepted : Yes	
Member Of: ABA United Motorcoach Association			
Publication Deadline:			

Delaware Express Tours

North Carolina Meeting Notes: *This company has the exclusive contract with all of the private schools in the state of Delaware (a state that has more private schools per capita than any other). So, they are looking for fabulous ideas for students. I would think festivals and special events (along with product that could compete with Williamsburg, Washington, D.C., and Philadelphia would be appropriate.*

2825 Ogletown Road Newark, Delaware 19713 Contact: Gerry Hartman Phone: 302 454-7800 Toll Free: 800 648-5466 Fax: 302 454-9885 E-Mail: mgmt@delexpress.com Web Site: www.delexpress.com	Member Type: Bus Operator Tour/Charter Contact: Gerry Hartman Year Founded: 1984 Lift Equipped Available: No Affiliated Companies: Groundnet affiliates
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Percentage of Customer Base:	Percentage of Business:	Charter Number of Trips	Tour Number of Trips
Adults (AD) : 60%	Airport Shuttle (AS) : 0%	Day Trips: 1100	Day Trips: 90
Seniors (SR) : 20%	Charter (CH) : 0%	Multi-day Trips: 100	Multi-day Trips: 10
Student / Youth (SG) : 20%	Commuter (CO) : 0%		
International / Inbound (IT) : 0%	Local Receptive (LRO) : 60%		
International / Outbound (IO) : 0%	Package Express (PE) : 0%		
Corporate / Conventions (CC) : 70%	Scheduled Service (SCH) : 20%	Step On Guides Used: Yes	
	School Bus (SB) : 0%	Receptive Operators: Yes	
	Sightseeing (SS) : 20%	Areas Required:	
	Special Operations (SP) : 0%		
	Tour (TR) : 20%		
	Travel Agency (TA) : 0%		

Types of Restaurant Used:	Charters and Tours that include:	Types of Hotels Used:	AAA Ratings Used:
Midprice	Breakfast: Yes Lunch: Yes Dinner: Yes	Midprice	

Types of Attractions Visited:	Top Five Areas Most Often Overnighted in:
Adventure Tours, Amusement/Theme/Water Park, Brewery/Distillery/Winery, Casino, Cave/Cavern, Dinner Theater, Festival/Event, Garden/Arboretum, Historic Attraction, IMAX Theater, Museum, Shopping, Sporting Activity/Event, Theater, Zoo/Animal Park	Burlington VT

Tour Destinations:
 CONNECTICUT, DELAWARE, DISTRICT OF COLUMBIA, FLORIDA, MARYLAND, NEW JERSEY, NEW YORK, OHIO, PENNSYLVANIA, VIRGINIA, WEST VIRGINIA, ONTARIO

Tour Origins - City:

Tour Destinations - City:

New information we are looking for in our tour program:

To make our job easier a travel member could:
 Customers.

Retail Tour Publication : Yes **Advertising Accepted :** Yes **Publication Deadline:**

Member Of: ABA

TRENDS AND GENERAL NOTES

1. Student trips are a great place to find business. As budgets are cut, schools are looking for alternatives to their normal outings. Perhaps they can't afford to go all the way to Washington, D.C. these next couple of years and North Carolina is closer. Furthermore, North Carolina is one of the (if not the) most progressive states in the Union for sustainable tourism. It is mandated by Federal Law that students be educated on environmental awareness. So, work with your local area on how you can add Green Educational programs into your proposed itineraries. In the very least, market your trips in a green-minded manor as this is appealing to student travel.
2. The Division has given media access to all of its tour operators with whom it had an appointment for its photograph database, NCPix. Please contact Frank Jernigan if you would like to give a tour operator media access for photos of North Carolina. Giving operators access to NCPix ensures that they have the very best photography available to them for the brochures.
3. The Division is working hard on bringing tour leaders to North Carolina for fam trips.
4. Sporting tournaments and performance groups are another youth market to go after. They mainly are interested in what facilities you have for sports and what kind of experiential trip you can give performance groups (they want to have a rock star experience, but also an audience).
5. Travelers really want to be pampered. In uncertain times, it is more important than ever to make a group feel special and comfortable.
6. The Division is working on a product to provide tour operators with film information while they travel in North Carolina. The response was overwhelming by tour operators while at ABA who wanted some way to tell their tours what was filmed in the area in which they are traveling. In other words, if they plan a trip to your area, they want a list of everything that was filmed there and, if possible, talking points for the guide.
7. Operators are always looking for new ideas and products. I really don't think people send them enough itineraries, because they are constantly asking for more. The Division is working on new statewide itineraries to have available early this Spring.
8. No one wants to hear this, but negotiated rack rates are going to have to be rock bottom. It really is going to be a differentiator as operators are looking for the least expensive packages, rather than the one they want.
9. Discount shopping was a really hot sell. Operators want to go to places where they can feel like they are getting deals.
10. Operators on the whole need help on how to close their deals. We all need to work with them, now more than ever, on what details really sell an area. They will put an area of North Carolina in their catalogue and not know how to sell it. They may know it's a popular destination, but they might not have the first clue as to why it is popular.