CHARLOTTE DOUGLAS INTERNATIONAL AIRPORT

Did you know 60 percent of the country is within a two-hour flight of Charlotte?

The sixth busiest airport in the nation and American Airlines’ second largest hub, Charlotte Douglas International Airport averages 700 daily flights and provides nonstop service to more than 170 destinations, including 30 international cities. Keeping pace with the city’s rapid growth, the airport is increasingly busy, serving a record 46 million passengers in 2017. Over the next few years, new additions like an elevated roadway, a pedestrian tunnel, and additional concourses, terminals and gates will open, meaning CLT’s current nonstop offerings only stand to grow more.

NONSTOP INTERNATIONAL FLIGHTS INCLUDE

<table>
<thead>
<tr>
<th>DAILY</th>
<th>SEASONAL</th>
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<tbody>
<tr>
<td>LONDON, ENGLAND</td>
<td>DUBLIN, IRELAND</td>
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<tr>
<td>FRANKFURT, GERMANY</td>
<td>MADRID, SPAIN</td>
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<td>MUNICH, GERMANY</td>
<td>ROME, ITALY</td>
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<td>MONTREAL, CANADA</td>
<td>BARCELONA, SPAIN</td>
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<td>PARIS, FRANCE</td>
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<tr>
<td>TORONTO, CANADA</td>
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**WHAT IS TRAVEL TRADE?**
The art of tourism professionals, such as tour operators, wholesalers, and travel agents, reselling travel products that have been purchased or reserved from other related companies.

**WHAT ARE THE BENEFITS OF WORKING THE INTERNATIONAL MARKET?**
International travelers stay longer, spend more money, travel during the shoulder business season and rarely cancel.

**WHEN CAN ROI BE EXPECTED?**
The international market may take time to develop and rates should be offered up to 1.5 years out. International Tour Operators work on a calendar year of April 1 - March 31 and use tiered pricing structures.

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**TRAVEL TRADE DISTRIBUTION MIX**
The flow of travel trade through business to business (B2B).

**DOMESTIC VISITORS**
- PURCHASE AT RETAIL

**GROUP LEADERS**
- 5-10% OFF RETAIL

**DOMESTIC VISITORS**
- DMOS/CVBS

**DOMESTIC RECEPTIVE OPERATORS**
- 20-30% BELOW RETAIL

**DOMESTIC TOUR OPERATORS**
- 10-20% OFF RETAIL

**TOURS/ATTRACTIONS**

**HOTELS**

**DOMESTIC**

**TRAVEL AGENTS**
- 5-10% OFF RETAIL

**INTERNATIONAL VISITORS**
- PURCHASE AT RETAIL

**INTERNATIONAL TOUR OPERATORS**
- 10-20% OFF RETAIL

**INBOUND OPERATORS/RECEPTIVE TOUR OPERATORS & DESTINATION MANAGEMENT COMPANIES (DMC)**
- 20-30% BELOW RETAIL

**INTERNATIONAL VISITORS**
- TRAVEL AGENTS
- 5-10% OFF RETAIL

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- 20-30% BELOW RETAIL
INBOUND OPERATORS/RECEPTIVE OPERATORS

Receptive Operators are based in the United States and offer North American or specific regions only. They provide one-stop shopping to International Tour Operators and sell globally or to a specific international market. They sell through sales missions, tradeshows and by word of mouth. The advantage of working with Receptive Operators is they are the go-to person due to their knowledge of a particular destination, negotiate contracts and offer a booking engine for travel trade professionals.

ATP – FORMER ALLIEDTPRO*+
Antal Monostori
Group Department
Antal.Monostori@atptravel.com
212.596.1054

ATP – FORMER ALLIEDTPRO *+
Gisa Kusserow-Hansen
Sr. Product Manager, FL & South
gisa.hanson@atptravel.com
407.313.1910

AMERICA & BEYOND ++
Yves Fore
Vice President of Sales and Operations
yves@americabeyond.com
347.578.1931

AMERICAN TOUR GUIDE ASSOCIATION** +
Paula Reynolds
President
tours@americantourguides.com
973.234.5402

AMERICAN TOURS INTERNATIONAL LLC. SOUTH
Kathy Formosa
Senior Product Manager
kathy_formosa@americantours.com
407.390.3701

BEYOND THE BED
Tamika Cockrell
Sourcing Manager
t.cockrell@hotelbeds.com
407.667.8700

BONOTEL EXCLUSIVE TRAVEL *+
Elliot Calloway
Director of Contracting, Brand Partnerships
elliot@bonotel.com
702.796.5454

DESTINATION AMERICA
Kymberly Okamoto
Contracting Coordinator-Attractions & Meals
Kymberly.okamoto@destamer.com
714.935.0040 ext. 5321

G2 TRAVEL ***
Jerry Varnes
Director to Destination Manager
jerry.varnes@g2-travel.com
407.347.4193

GALAXY TOUR, INC (U.S.A.)
Vicky Liu
General Manager
la@usagalaxytour.com
626.821.1946

GASTALDI USA, INC
John Limoncelli
Manager - Special Groups and Services
johnlimoncelli@gastaldiusa.com
212.689.2835 ext. 227

HOTELBEDS USA INC**
Josh Dworsky
Sourcing-Carolinas
j.dworsky@hotelbeds.com
407.437.6422

MEETING POINT NORTH AMERICA
Sandra Spieres
Product Manager Attractions
sandra.spieres@meetingpointnorthamerica.com
407.309.4573

MEETING POINT NORTH AMERICA
Stacey Cohen
Product Development Manager
stacey.cohen@meetingpointnorthamerica.com
718.720.1523

MIKI TRAVEL LTD.
Maria Wahby
Contracts Manager
m.wahby@group-miki.com
407.877.0177

NEW WORLD TRAVEL
Mahua Sehgal
Manager, Groups & Tour Series (Contracting)
mahua.sehgal@newworldtravel.com
212.754.9100

REY ROYAL
Tomas Rey
Owner
tomas@reyroyal.com
504.269.1818

TEAMAMERICA
Francesca Lanza
Director of Contracting East Coast
francesca@teamamericany.com
212.697.7165 ext. 114

TEAMAMERICA+
Yulia Chevik
Director of Group Sales
ychevik@teamamericany.com
212.697.7165 ext 152

TRIPADVISOR EXPERIENCES
Angelica Pella
Associate Account Manager-Attractions
apella@tripadvisor.com
617.356.8891

WEBEDS (JACTRAVEL/SUNHOTELS) **
Matt Collins
Contracts Manager
matthew.collins@jactravel.co.uk
407.574.7397

* MICE
** WHOLESALE
+ GROUPS

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CHARLOTTE TRAVEL TRADE
www.charlottetraveltrade.com