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<b>Account Name:</b>	AlliedTPro NYC	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	Floor 5 5 Penn Plaza New York, NY 10001	<b>Assigned Sales Rep:</b>	Miriam Chovanec
<b>Contact Name:</b>	Esther Roth	<b>Title:</b>	Senior International Tourism Sales Manager
<b>Phone:</b>	212-596-1053	<b>Phone:</b>	215-636-4453
<b>Fax:</b>	212-313-9813	<b>Fax:</b>	
<b>Email:</b>	esther.roth@alliedtpro.com	<b>Email:</b>	miriam@discoverPHL.com
<b>Website:</b>	www.alliedtpro.com		
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

COMPANY PROFILE: AlliedTPro (ATP) is an international receptive tour operator, a dynamic and innovative company arranging and operating land-based services in the USA. Head office is in New York, with regional offices in Orlando, Miami, Los Angeles, Las Vegas and Hawaii. AlliedTPro specializes in FIT, Groups & Incentives, Escorted Tours.

**MEETING NOTES:**

Miriam met with ATP team (both group and FIT) during sales calls in New York City. Miriam started off the meeting by providing a destination training to the new team members. As discovered during the training, ATP team members were unsure what to recommend to groups and travelers in Philadelphia. Miriam shared many group-friendly and FIT itinerary ideas - especially combining Philadelphia with other East Coast cities (Washington D.C. and New York City).

At the moment ATP is already closed for their 2020 Escorted Tours program, but Miriam will continue to work with Escorted Tours department for the 2021 season.

Winter holiday itineraries are of interest for many of ATP's groups.

**FOLLOW-UP:**

- FAM related to inbound international visitors from India
- Hotel list
- Group Dining options
- Convention Calendar
- Local DMCs
- International Visitors Guide (all languages)
- Frankly Philadelphia Videos (all languages)
- Itinerary Samples

**REQUESTS:**

- Hotels that are interested in both group and FIT international business
- Businesses that can provide transfers and/or guides with guides speaking various languages
- Restaurants that can provide group dining options for 20 - 30 people
- Businesses providing group experiences for 20 - 30 people

Please contact Miriam at [miriam@discoverPHL.com](mailto:miriam@discoverPHL.com) for more information

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<b>Account Name:</b> American Holidays Inc.	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> 535 Fifth Ave., 4th floor New York, NY 10017	<b>Assigned Sales Rep:</b> Jeffrey Yau
<b>Contact Name:</b> Anthony Liu	<b>Title:</b> International Tourism Sales Manager
<b>Phone:</b> 212-729-7778	<b>Phone:</b> 215-636-3342
<b>Fax:</b>	<b>Fax:</b> 267-479-6333
<b>Email:</b> anthony@americanholidaysinc.com	<b>Email:</b> jeffrey@discoverPHL.com
<b>Website:</b> www.americanholidaysinc.com	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

COMPANY PROFILE: American Holidays is a highly qualified full-service receptive tour operator with a full range of products and services in North America. They offer wholesalers a wide variety of services ranging from standard round-trips to tailor-made group programs, and from FIT itineraries to tour series. Their highly qualified team carefully plans and operates all tours, in close cooperation with their clients and suppliers.

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, Student, MICE

PHL PRODUCT: Various day trip options that include Philadelphia

MEETING NOTES: Jeffrey, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Anthony Liu during sales calls to NYC in August 2019.

American Holidays Inc. works with groups from a variety of markets in Asia. Their average group size is 25 pax (especially senior 55+ groups). Their special interest groups, especially for arts, are 10-12 pax. Arts groups are typically student groups that are 13-15 pax - not many of their adult groups are interested in arts. Attractions that have special touring instructions (ex. How to tour, touring rules, etc.) should share them with Anthony so he can share with his groups. He works with university groups from Taiwan as well as learning centers in the New York City area. These learning centers in the NYC area have field trip & children programs, especially during the summertime.

INFO REQUESTS:

- General destination follow up (international guide, video)
- NPS CUA information
- Ranger programs at Independence Hall, Valley Forge, and suburbs for camp groups
- Group menus at Chinatown restaurants, especially at Joy Tsin Lau and Ocean Harbor for dim sum

PRODUCT REQUESTED:

- Barnes Foundation: In-language touring & student programming options
  - Philadelphia Museum of Art: Update on tour & student programming
  - Independence Seaport Museum: Student programming information
  - McGillin's: Group lunch options
  - City Winery: Introduction for group options
  - Countryside of Philadelphia: Follow up with hot air balloon timing and options, Longwood Gardens, King of Prussia Mall group programs, camping & student programming at John James Audubon Center
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<b>Account Name:</b> American Tours International LLC	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> 6053 West Century Blvd. Los Angeles, CA 90045	<b>Assigned Sales Rep:</b> Miriam Chovanec
<b>Contact Name:</b> Lisa Camardella	<b>Title:</b> Senior International Tourism Sales Manager
<b>Phone:</b> 212-586-4100 ext.5501	<b>Phone:</b> 215-636-4453
<b>Fax:</b>	<b>Fax:</b>
<b>Email:</b> lisa_camardella@americantours.com	<b>Email:</b> miriam@discoverPHL.com
<b>Website:</b> www.americantours.com	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

COMPANY PROFILE: The largest privately owned receptive tour operator in the USA. ATI has been in business for 40 years under the same ownership. ATI's largest product is escorted motorcoach tours, followed by self-guided fly-drive tours, FIT bookings, and special groups. ATI has a dedicated Asia Group Desk and a Special Groups Desk.

MEETING NOTES:

Miriam met with the ATI team during sales calls in New York City. Miriam started off the meeting by providing a destination update to the team members.

Following updates Lisa reviewed production numbers for Philadelphia. Lisa shared that though ATI can direct connect, their static contracts overall produce better. For this reason, they are looking to expand their static rate pricing. Ideally ATI would like to add (2) more hotels.

FOLLOW-UP:

Miriam shared potential hotels interested in static FIT partnerships and sent contact information.

REQUESTS:

-Hotels that are interested in static FIT partnership please contact Miriam at miriam@discoverPHL.com for more information

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<b>Account Name:</b>	Citi Travel Inc.	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	Suite 201D 41-60 Main Street Flushing, NY 11355	<b>Assigned Sales Rep:</b>	Jeffrey Yau
<b>Contact Name:</b>	Katherine Yang	<b>Title:</b>	International Tourism Sales Manager
<b>Phone:</b>	+1-718-539-1188	<b>Phone:</b>	215-636-3342
<b>Fax:</b>		<b>Fax:</b>	267-479-6333
<b>Email:</b>	info@uscititravel.com	<b>Email:</b>	jeffrey@discoverPHL.com
<b>Website:</b>	www.uscititravel.com		
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

COMPANY PROFILE: Citi Travel focuses on high-end and customized travel service since establishment and provides unique customized travel service to private, family, and institutions based on customized tour design. They also provide professional tour guides who can speak fluent English and Chinese (Mandarin & Cantonese).

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, FIT

PHL PRODUCT: Various day trip options that include Philadelphia

MEETING NOTES: Jeffrey, Svetlana, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Katherine and David during sales calls to NYC in August 2019.

Citi Travel primarily handles business groups from China. They have a large group coming to Philadelphia in October 2019, staying for 5 days at the University of Pennsylvania and interested in activities in the city (no shopping or casino). Jeffrey and Colleen (Barnes Foundation) provided a destination update.

INFO REQUESTS:

- General destination follow up (international guide, video)
- Bus parking information
- NPS CUA information
- Convention Calendar

PRODUCT REQUESTED:

- Barnes Foundation: Group & FIT touring information
  - Penn Museum: Cost & programming for Campus Tour Program
  - Museum of the American Revolution: Admission information for in-language film
  - Philadelphia Orchestra: Backstage experiences & touring information for groups
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<b>Account Name:</b> Dongbu Tour & Travel, Inc.	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> Suite 603 21 Grand Avenue Palisades Park, NJ 07650	<b>Assigned Sales Rep:</b> Jeffrey Yau
<b>Contact Name:</b> Kite Lee	<b>Title:</b> International Tourism Sales Manager
<b>Phone:</b> +1-201-345-2787	<b>Phone:</b> 215-636-3342
<b>Fax:</b>	<b>Fax:</b> 267-479-6333
<b>Email:</b> kitelee@dongbutour.com	<b>Email:</b> jeffrey@discoverPHL.com
<b>Website:</b> <a href="http://www.dongbutour.com">http://www.dongbutour.com</a>	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

**COMPANY PROFILE:** Established in 1993, Dongbu Tour (Eastern Tour) specializes in FIT and U.S. tour products, especially to the East Coast including New York. It is a strong promoter and is one of the biggest receptive operators in the Korea market. Dongbu Tour operates inbound tour programs (coach-tour package programs & private tour (incentive)) in East U.S and Canada region at reasonable prices. In addition, Dongbu Tour has been operating various outbound tour programs heading to west coast, Europe, South America, and Asia.

**TYPE OF BUSINESS:** RTO, Wholesaler

**TYPES OF TRAVEL:** Group, Escorted Motorcoach, Business Travel, Charter, FIT

**PRIMARY RECEPTIVE FOR:** Hana Tour

**PHL PRODUCT:** Various day trip options that include Philadelphia

**MEETING NOTES:** Jeffrey, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Mr. Kite Lee, Ms. Minji Kim, and Mr. Minhong Lee during sales calls to NYC in August 2019.

Kite leads the team, with Minji handling tour groups & FIT and Minhong handling incentive groups. Volume to the U.S. this year (2019) is slower because of the Korean economy. Planning is done in late October and is completed by late November. April to October is their peak season. In 2018, about 20,000 pax went to NYC/Niagara Falls while only 600 pax went to Philadelphia. They are now selling wholesale to Korea and would be interested to add the Philadelphia Museum of Art, the Barnes Foundation, and One Liberty Observation Deck. So far, cruising in Niagara and the Empire State Building are doing very well. Jeffrey and both Colleens provided a destination update.

**INFO REQUESTS:**

- General destination follow up (international guide, video)
- NPS CUA information
- List of unique walking tours
- Introduction to Reading Terminal Market for gift card program
- Hotel updates in the city

**PRODUCT REQUESTED:**

- Barnes Foundation: Unique & in-language tour programming
  - Penn Museum: Campus Tour program
  - Philadelphia Orchestra: Introduction for unique experiences
  - Philadelphia Museum of Art: Re-introduction for tour programming
  - Fashion District Philadelphia: Introduction for group programs
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<b>Account Name:</b>	Flight Centre Travel Group - US Headquarters	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	Suite 200 5 Paragon Drive Montvale, NJ 07645	<b>Assigned Sales Rep:</b>	Jeffrey Yau
<b>Contact Name:</b>	Yvette Castro	<b>Title:</b>	International Tourism Sales Manager
<b>Phone:</b>	201-934-3745	<b>Phone:</b>	215-636-3342
<b>Fax:</b>		<b>Fax:</b>	267-479-6333
<b>Email:</b>	yvette.castro@us.flightcentre.com	<b>Email:</b>	jeffrey@discoverPHL.com
<b>Website:</b>	<a href="http://www.fctgl.com/">http://www.fctgl.com/</a>		
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

**COMPANY PROFILE:** Flight Centre Travel Group (FCTG) operates in 11 countries around the world through a total of 2,500 stores. The countries contributing to its phenomenal success include Australia, New Zealand, Canada, United States, United Kingdom, South Africa, China, Hong Kong, India, Singapore, and the United Arab Emirates. FCTG has enjoyed remarkable ongoing growth to become one of the world's largest travel groups. The company employs more than 15,000 people globally and consists of more than 30 brands, including Infinity Holidays, its wholesale brand selling to its retail brands in Australia.

**TYPE OF BUSINESS:** Tour Operator, Wholesaler

**TYPES OF TRAVEL:** Group, FIT, Fly/Drive, Escorted Motorcoach, Train

**BOOK THROUGH:** Hotelbeds (Beyond the Bed for Attractions), Bonotel, Direct

**PHL PRODUCT:** Various day & overnight trips that include Philadelphia

**MEETING NOTES:** Jeffrey, Colleen (Countryside of PHL), and Colleen (Barnes Foundation), met with Yvette Castro during sales calls to NYC in August 2019.

Flight Centre is going through a variety of changes and there are new team leaders and destination owners across all teams. Blaire is Yvette's boss and leads the procurement/contracting team for the US. The team primarily pulls hotel and attraction inventory from Hotelbeds. They look towards Bonotel for boutique/unique hotels. They are open to direct contracting with hotels (static contract with dynamic option). Jeffrey and both Colleens provided a destination update, with a focus on unique tour options in the city and region. Flight Centre has a Facebook platform that their teams use internally to learn about destinations. They can post short videos, no more than 40 seconds long. Partners should follow up individually or contact Jeffrey with any questions.

**INFO REQUESTS:**

- General destination follow up (international guide, video)
- List of hotels open to contracting direct with info on area surrounding each hotel
- Day-trip options to Lancaster

**PRODUCT REQUESTED:**

- Barnes Foundation: Unique touring options
  - Penn Museum: Unique tour programs, especially the Ancient Alcohol Tour
  - Di Bruno Bros.: Introduction for After Hours program
  - City Tavern: Introduction for dining options
  - Yards Brewing Company: Introduction for tour & corporate group options
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<b>Account Name:</b> Galaxy Tours USA (CHINA)	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> 1833 Kalakaua Avenue, Suite 206 Honolulu, HI 96815	<b>Assigned Sales Rep:</b> Jeffrey Yau
<b>Contact Name:</b> Phoebe Yu	<b>Title:</b> International Tourism Sales Manager
<b>Phone:</b> +1-347-368-6007	<b>Phone:</b> 215-636-3342
<b>Fax:</b>	<b>Fax:</b> 267-479-6333
<b>Email:</b> ny@usagalaxytour.com	<b>Email:</b> jeffrey@discoverPHL.com
<b>Website:</b> galaxytour-usa.com	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

**COMPANY PROFILE:** Galaxy Tours USA was established in Hawaii in August 1997. The firm opened branch offices in Los Angeles, New York and Seattle, in an effort to accommodate the increasing amount of business that is being handled from China. The company employs 168 highly qualified staff in the US and opened additional operations and sales offices throughout China, including Beijing, Guangzhou, Shanghai and Chengdu to serve customer needs and overcome problems caused by the time difference and language barriers. Galaxy Tours USA handles leisure groups, educational groups, FIT travel and business.

**TYPE OF BUSINESS:** RTO

**TYPES OF TRAVEL:** Group, FIT, MICE

**PHL PRODUCT:** Various day trip options that include Philadelphia

**MEETING NOTES:** Jeffrey, Svetlana, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Rachel Lie and Ouyang Yiyun during sales calls to NYC in August 2019.

The New York office handles primarily business and MICE groups. Phoebe from their MICE department is always looking for event space information as well as visa invitation letter support. The team provided a destination overview & update.

**INFO REQUESTS:**

- General destination follow up (international guide, video)
- Bus parking information in Philadelphia
- List of motorcoach companies in the region
- List of Fortune 500 companies in the region
- Convention Calendar
- Introduction to Wharton School of Business for Executive Business Training Program

**PRODUCT REQUESTED:**

- Barnes Foundation: Venue space information, admission costs, & group options for custom tours
  - Museum of the American Revolution: Ticketing information for in-language film
  - Penn Museum: Pricing & info for Campus Tour Program & Ancient Alcohol Tour, as well as guest speaker/lecturer information
  - Philadelphia Orchestra: Introduction for VIP touring & backstage options
  - Yards Brewing Company: Introduction for event space information & touring options
  - City Tavern: Group dining options & menu
  - Countryside of Philadelphia: Timing of fountains at Longwood Gardens, touring information at Valley Forge Park, shopping incentives at King of Prussia Mall
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<b>Account Name:</b>	H.I.S. International Tours Inc.	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	535 5th Avenue 14th Floor New York, NY 10017	<b>Assigned Sales Rep:</b>	Jeffrey Yau
<b>Contact Name:</b>	Hiroshi Harano	<b>Title:</b>	International Tourism Sales Manager
<b>Phone:</b>	212-338-0020	<b>Phone:</b>	215-636-3342
<b>Fax:</b>		<b>Fax:</b>	267-479-6333
<b>Email:</b>	harano.hiroshi@his-world.com	<b>Email:</b>	jeffrey@discoverPHL.com
<b>Website:</b>	http://top.his-usa.com		
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

COMPANY PROFILE: H.I.S. is Japan's second-largest travel agency and currently has over 200 branches in 130 cities across 60 countries, with over 300 retail stores in Japan. The company was founded in 1980 and expanded from being an international airline ticket agency to a comprehensive travel company providing a wide range of products from overseas business trips, group tours, and sales of original H.I.S. tour packages. This worldwide network allows H.I.S. to acquire the latest travel information from all over the globe enabling the smooth arrangement of air travel and all other types of tickets and hotel reservations.

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, FIT, MICE, Conventions

PHL PRODUCT: Various day & overnight trips that include Philadelphia

MEETING NOTES: Jeffrey, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Mr. Hiroshi Harano and Ms. Kiyoko Shono during sales calls to NYC in August 2019.

Inbound business from Japan to the U.S. has been good, with August being very busy. FIT travel to the East Coast U.S. has increased 15% while group travel has remained about the same in 2019. Their FIT packages have the Barnes Foundation included with an overnight, but the package is expensive. Harano-san and Kiyoko-san are both trying to add more things to do in Philadelphia. Jeffrey and both Colleens provided a destination update.

INFO REQUESTS:

- General destination follow up (international guide, video)
- Convention Calendar
- Introduction to Japan America Society of Greater Philadelphia for architecture and garden themed tours
- NPS CUA information

PRODUCT REQUESTED:

- Barnes Foundation: Touring updates
  - Philadelphia Orchestra: Introduction for group & FIT programming
  - Marriott Old City: Introduction
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<b>Account Name:</b> JTB USA	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> 19700 Mariner Ave Torrance, CA 90503	<b>Assigned Sales Rep:</b> Jeffrey Yau
<b>Contact Name:</b> Elizabeth Thumann	<b>Title:</b> International Tourism Sales Manager
<b>Phone:</b> (212) 698-4991	<b>Phone:</b> 215-636-3342
<b>Fax:</b>	<b>Fax:</b> 267-479-6333
<b>Email:</b> ethumann@jtbusa.com	<b>Email:</b> jeffrey@discoverPHL.com
<b>Website:</b> www.jtbusa.com	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

COMPANY PROFILE: JTB USA, under JTB Americas, has multiple brands that handle almost all aspects of the travel industry. The JTB Americas network has over 2,500 employees, 88 offices, and 32 companies. JTB USA is a receptive tour operator that is responsible for bringing 3 million Japanese tourists to the USA (2016).

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, FIT, MICE, Business Travel

PHL PRODUCT: Various day & overnight trips that include Philadelphia

MEETING NOTES: Jeffrey, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Elizabeth Thumann during sales calls to NYC in August 2019.

Jeffrey and both Colleens provided a destination update. Elizabeth works with a variety of JTB's groups and sources hotels and attractions.

INFO REQUESTS:

- General destination follow up (international guide, video)

PRODUCT REQUESTED:

- Barnes Foundation: Unique touring options & dining and corporate group programs

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<b>Account Name:</b> JTB USA	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> 19700 Mariner Ave Torrance, CA 90503	<b>Assigned Sales Rep:</b> Jeffrey Yau
<b>Contact Name:</b> Akira Ishii	<b>Title:</b> International Tourism Sales Manager
<b>Phone:</b> 212-698-4971	<b>Phone:</b> 215-636-3342
<b>Fax:</b>	<b>Fax:</b> 267-479-6333
<b>Email:</b> aishii@jtbusa.com	<b>Email:</b> jeffrey@discoverPHL.com
<b>Website:</b> www.jtbusa.com	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

COMPANY PROFILE: JTB USA, under JTB Americas, has multiple brands that handle almost all aspects of the travel industry. The JTB Americas network has over 2,500 employees, 88 offices, and 32 companies. JTB USA is a receptive tour operator that is responsible for bringing 3 million Japanese tourists to the USA (2016).

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, FIT, MICE, Business Travel

PHL PRODUCT: Various day & overnight trips that include Philadelphia

MEETING NOTES: Jeffrey met with Mr. Akira Ishii during the summer cocktail reception in NYC in August 2019.

Ishii-san works with Shobu in Philadelphia and sells their packages. JTB's Japan office plans and books the airfare and accommodation for groups coming to the U.S. JTB's U.S. offices handle the optional add-ons that groups may request. Jeffrey provided a destination update.

INFO REQUESTS:

- General destination follow up (international guide, video)

PRODUCT REQUESTED: None at this time.

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<b>Account Name:</b>	Jupiter Legend   Universal Vision	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	87 Bowery, 2nd Floor New York, NY 10002	<b>Assigned Sales Rep:</b>	Jeffrey Yau
<b>Contact Name:</b>	Krity Wang	<b>Title:</b>	International Tourism Sales Manager
<b>Phone:</b>	1-212-334 4222 ext. 501	<b>Phone:</b>	215-636-3342
<b>Fax:</b>		<b>Fax:</b>	267-479-6333
<b>Email:</b>	kritywang@uvbookings.com	<b>Email:</b>	jeffrey@discoverPHL.com
<b>Website:</b>	http://uvbookings.net		
<b>Lead Date:</b>	8/19/2019		

**Tour Lead Requirements:**

**COMPANY PROFILE:** Jupiter Legend (formerly L&L Travel Enterprises, Inc.), one of the largest Chinese receptive tour operators in New York City, was established in 1995. Offers bus tours (Bilingual tour - Chinese/English), customized tours, and FIT product throughout the U.S. Jupiter Legend has a large number of loyal customers because of its experienced tour guides and excellent customer service. They always pay close attention to the quality of food and accommodations for their tours. Their goal is to provide the best tour service at the lowest price. Receptive tour operator based in New York City who currently brings around 4-6 buses per day through Philadelphia on route from NYC to DC. Jack, Co-Founder, is very interested in extending their time in Philadelphia and earn roughly \$50 per passenger.

**TYPE OF BUSINESS:** RTO

**TYPES OF TRAVEL:** Group, FIT, Custom Groups

**PHL PRODUCT:** Various day & overnight trips that include Philadelphia

**MEETING NOTES:** Jeffrey, Svetlana, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Krity Wang and Zoe Zhao during sales calls to NYC in August 2019.

Their group business is experiencing visa issues but their VIP group requests have been growing, up 10% in 2019. Krity is from their hotels department and is interested in growing the number of hotel partners in Philadelphia. She is primarily looking for hotels in the 3-4 star range and will work with hotels to fill their need periods. She will also share hotel contacts with their department that handles VIP groups. July to August is their peak period for student groups that book their 6 day/5 night tour series , with 5 bus departures a day. For the rest of the year, their high-end groups are looking for hotels that are 4 stars and up. Zoe is from the attractions ticketing department and they have a few partners contracted in Philadelphia (PST, OLOD, Penn Museum) and is looking to grow the number of partners contracted. Their overnight group series stay in New Jersey, \$60 inclusive no breakfast, \$70 inclusive with breakfast. The team provided a destination update.

**INFO REQUESTS:**

- General destination follow up (international guide, video)
- Convention Calendar
- NPS CUA information
- List of hotel partners

**PRODUCT REQUESTED:**

- Barnes Foundation: In-language touring information for groups & FIT
- Museum of the American Revolution: Admission information for in-language video & optional add-ons
- Eastern State Penitentiary: Group & FIT touring information
- Philadelphia Orchestra: Introduction for special touring experiences
- Holiday Inn Express Midtown: Introduction for group overnights
- Countryside of Philadelphia: Hotel options in the suburbs, Longwood Gardens schedule & programming, King of Prussia Mall shopping incentives

<b>Account Name:</b>	Mayi Tours Inc.	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	Suite 202 77 Bowery New York, NY 10002	<b>Assigned Sales Rep:</b>	Jeffrey Yau
<b>Contact Name:</b>	David Dong	<b>Title:</b>	International Tourism Sales Manager
<b>Phone:</b>		<b>Phone:</b>	215-636-3342
<b>Fax:</b>		<b>Fax:</b>	267-479-6333
<b>Email:</b>	daviddong168@gmail.com	<b>Email:</b>	jeffrey@discoverPHL.com
<b>Website:</b>	www.mayitours.com		
<b>Lead Date:</b>	8/19/2019		

**Tour Lead Requirements:**

COMPANY PROFILE: Mayi Tours is a receptive tour operator on the East Coast USA that works with inbound Chinese visitors. They began in 2006, when the OTA model was first forming. They re-branded themselves in 2016 and used ants to describe themselves. This is their philosophy: "Although ants are small, their dreams are great. Ants are not a person, but a group of people or anyone. We respect the strength of the team. Just like family members, watching and helping each other, you can be their employees, their agents, their guests, or their suppliers, or even their competitors."

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, FIT

PHL PRODUCT: Various day trip options that include Philadelphia

MEETING NOTES: Jeffrey, Svetlana, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with David during sales calls to NYC in August 2019.

Mayi has a variety of tour series ranging from 6-7 days that include Philadelphia as a stopover. The team plans for the next year's tour schedule in September. David believes it is time to make edits to their tour series, possibly to add something new for Philadelphia. Their 6-day tour is offered year-round and the groups typically stay in Princeton or Edison, NJ. Mayi can help drive traffic to attractions interested in partnering with them. Profit, experience, and price are the three criteria that Mayi considers when working with attractions. Mayi is looking for aggressive rates from hotels but is open to working with hotels in the region to fill rooms during their need periods. It is difficult to add additional time to Philadelphia for their regular tour series because of the Department of Transportation laws on driver hours. Mayi can add time in Philadelphia for custom/special interest groups. The team provided a destination overview and update.

INFO REQUESTS:

- General destination follow up (international guide, video)
- NPS CUA information
- List of high-end hotels in Philadelphia
- Convention Calendar

PRODUCT REQUESTED:

- Barnes Foundation: Group & FIT touring information with information on key select works of art
- Penn Museum: Pricing & itinerary for Campus Tour Program
- Philadelphia Sightseeing Tours: Touring updates
- Museum of the American Revolution: Ticketing information for translated film & optional add-on for collection visit
- Eastern State Penitentiary: Touring information for groups & FIT
- One Liberty Observation Deck: Touring information for groups & FIT
- Philadelphia Museum of Art: Custom touring information
- Fashion District Philadelphia: List of shops, options for commission, & group incentives
- Macy's: Information on history touring & shopping options

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<b>Account Name:</b> Musement	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> Via Polesine 13 Milan 20139 Italy	<b>Assigned Sales Rep:</b> Miriam Chovanec
<b>Contact Name:</b> Brian Scullin	<b>Title:</b> Senior International Tourism Sales Manager
<b>Phone:</b> (929) 374-3624	<b>Phone:</b> 215-636-4453
<b>Fax:</b>	<b>Fax:</b>
<b>Email:</b> brian.scullin@musement.com	<b>Email:</b> miriam@discoverPHL.com
<b>Website:</b>	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

COMPANY PROFILE: Musement helps travelers get the best from destinations by providing a great choice of local tours and attractions bookable on multiple devices. More than just "things to do", their range includes temporary, exclusive, hidden-gem and even free activities. Use their site for planning and their app for on-the-go decisions as you hack the city with hints and tips from local experts. Musement is also an exclusive platform for activities bookings for the entire TUI brand with a network of over 6,000 official TUI travel agencies and 5,000 franchise partners around the world. Musement is available in English, Italian, French, Spanish, German, Portuguese and Russian.

MEETING NOTES:

Miriam met with Brian and David in New York City. Brian shared that, overall, attraction availability is increasing for Philadelphia, but would like to see more. Miriam and Brian discussed a potential attraction visit this coming fall. Miriam suggested that PHLCVB could facilitate the meeting at their office bringing attractions together.

FOLLOW-UP:

-Miriam is reviewing dates for Brian to visit Philadelphia.

REQUESTS:

- Attractions interested in learning more about Musement and would like to attend a meeting with Brian, please reach out to Miriam at miriam@discoverPHL.com for more information.

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<b>Account Name:</b>	New World Travel, Inc.	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	7th floor 1040 Avenue of the Americas New York, NY 10018	<b>Assigned Sales Rep:</b>	Miriam Chovanec
<b>Contact Name:</b>	Jennifer Workman	<b>Title:</b>	Senior International Tourism Sales Manager
<b>Phone:</b>	646-885-6125	<b>Phone:</b>	215-636-4453
<b>Fax:</b>	212-813-9006	<b>Fax:</b>	
<b>Email:</b>	jennifer.workman@ny.newworldtravel.com	<b>Email:</b>	miriam@discoverPHL.com
<b>Website:</b>	www.newworldtravel.com		
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

COMPANY PROFILE: New World Travel is the exclusive agent of DerTour and Meier's Weltreisen and the leading US receptive agency for the German-speaking market, with offices in New York, Los Angeles and Miami. They operate in multiple languages for FIT travelers, group movements, incentive, conference and special events.

MEETING NOTES:

Miriam and Svetlana met with Jennifer during sales calls in New York City. Miriam started off the meeting by providing a destination training to the new team members. Following the training, Miriam and Svetlana met with Jennifer to discuss production into Philadelphia and product development.

New World Travel is one of the largest RTO's for the German market, and their market share is continuing to grow. Jennifer shared that business is strong and up 32% YOY. Because of this increased demand, she needs additional hotel product to meet this rising demand for the 2020-2021 season. She shared that, overall, New World Travel is very flexible in their contract terms, and is happy to work with the hotel to ensure both partners benefit from the partnership. Her hotel target is 2\* - 4.5\* hotels.

Because of the new team and growing demand for the destination, Jennifer would like to conduct a FAM for her top sales team members this coming October - November.

FOLLOW-UP:

Miriam and Svetlana shared several hotels interested in static FIT partnerships. Jennifer will be coming to Philadelphia on Monday, September 16, to meet with hotels strongly considering contract partnerships.

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<b>Account Name:</b> PRT Tour	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> 324 Broad Avenue Ridgefield, NJ 07657	<b>Assigned Sales Rep:</b> Jeffrey Yau
<b>Contact Name:</b> Joon Han	<b>Title:</b> International Tourism Sales Manager
<b>Phone:</b> +1-201-778-4000	<b>Phone:</b> 215-636-3342
<b>Fax:</b>	<b>Fax:</b> 267-479-6333
<b>Email:</b> joonhan@prttour.com	<b>Email:</b> jeffrey@discoverPHL.com
<b>Website:</b> www.prttour.com	
<b>Lead Date:</b> 8/19/2019	

**Tour Lead Requirements:**

COMPANY PROFILE: Headquartered in New Jersey, Pureun Tour (PRT) is a specialized inbound and outbound local company. Operating since 2006, PRT manages four branches in New York, LA, Toronto and Seoul. Specialized in Korean visitor package tour programs and inbound events, it is continuously developing new Manhattan tour options.

OFFICE CONTACT NUMBERS:

Los Angeles: 213-739-2222  
New York: 718-928-3333  
Toronto: 647-686-6000  
Seoul: +82-2-739-0890

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, FIT

PRIMARY RECEPTIVE FOR: Bomulsum Tour, Hanjin Travel, Lotte JTB

PHL PRODUCT: Various day & overnight (in Cherry Hill) tour product that include Philadelphia

MEETING NOTES: Jeffrey, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Mr. Joon Han and Ms. Eden Chung during sales calls to NYC in August 2019.

They are busy with groups for the majority of the year, with the exception of the winter months. September & October is busy with groups interested in the maple season. Their groups usually stay 1-2 days in the Philadelphia area, overnighing in Cherry Hill. Eden is part of the incentive team and has trouble finding hotels in the area. She is looking for hotels 4 stars & up, ideal rate is \$100 inclusive per person & up. They currently have their own network of students for a campus tour at the University of Pennsylvania and ran a special tour to Longwood Gardens recently. Their regular tour series is 5 days/6 nights and includes Canada. It is difficult for them to add Philadelphia to the regular series but sees the destination as a fit for FIT, VIP, MICE, and Incentive groups. Jeffrey and both Colleens provided a destination update and overview.

INFO REQUESTS:

- General destination follow up (international guide, video)
- Introduction to Reading Terminal Market for gift card option
- List of hotels 4 star & up

PRODUCT REQUESTED:

- Barnes Foundation: Unique, in-language tour options & dining options for FIT and custom groups
- Penn Museum: Campus tour programming that includes lunch on campus
- Philadelphia Sightseeing Tours: Group rate & options in-language for group & FIT
- Longwood Gardens: Schedule of programming

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<b>Account Name:</b>	RMP Travel, Inc.	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	Suite 2003 555 8th Avenue New York, NY 10018	<b>Assigned Sales Rep:</b>	Miriam Chovanec
<b>Contact Name:</b>	Suzi Steigler	<b>Title:</b>	Senior International Tourism Sales Manager
<b>Phone:</b>	212-581-8051	<b>Phone:</b>	215-636-4453
<b>Fax:</b>	212-956-8063	<b>Fax:</b>	
<b>Email:</b>	suzi.steiger@rmptvl.com	<b>Email:</b>	miriam@discoverPHL.com
<b>Website:</b>	www.rmptravel.com		
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

COMPANY PROFILE: RMP TRAVEL is a highly professional, successful Destination Management Company/Receptive Tour Operator offering a full spectrum of customized services. Although New York City is their home, they create exciting itineraries for incentive, leisure and Medical Pharmaceutical Convention/Congress groups in major cities throughout the United States.

RMP has designed and delivered creative programs comprising elements of surprise, exclusivity and imagination since 1979. Ground logistics include hotel accommodations, entertainment, fine dining, experienced multi-lingual guides, transportation, staffing and more. As a licensed Theatre Party Agent, RMP has great access to the latest Broadway shows and related "meet the cast" programs and theatre related workshops. Special events, award ceremonies, product launches, gala dinners, sporting events and spouse programs are part of the mix.

**MEETING NOTES:**

Miriam and Svetlana met with Suzi during sales calls in New York City. Suzi started the meeting by providing updates on the company. Previously, RMP specialized in MICE and Ad Hoc groups from all European destinations. Their average size was about 30 - 40 persons, with a mix of both international and domestic.

They are now seeking consistent base business and are branching out into the FIT market. They are targeting 2\* - 3.5\* properties. To help support this RMP is working with French based company: Evaneos and Team America.

Because of the new FIT segment, Suzi's team is growing, and they are unfamiliar with Philadelphia. Miriam invited the team for a FAM where they can also conduct site visits with hotels interested in FIT contracts.

**FOLLOW-UP:**

Miriam and Svetlana shared several hotels interested in static FIT partnerships. Miriam will be sending dates that would be feasible for a FAM from Q3 2019 - Q1 2020.

**REQUESTS:**

For hotels that are interested in static FIT partnership, participation in FAM showcase, or learning more about RMP Travel contact Miriam at [miriam@discoverPHL.com](mailto:miriam@discoverPHL.com) for more information.

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<b>Account Name:</b>	See USA Tours / Air Europa	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	1001 Avenue of the Americas 8th Floor New York, NY 10018	<b>Assigned Sales Rep:</b>	Miriam Chovanec
<b>Contact Name:</b>	Peio Cuevas	<b>Title:</b>	Senior International Tourism Sales Manager
<b>Phone:</b>	(212) 944-0906 x 252	<b>Phone:</b>	215-636-4453
<b>Fax:</b>	(212) 214-0562	<b>Fax:</b>	
<b>Email:</b>	peio.cuevas@seeusatours.com	<b>Email:</b>	miriam@discoverPHL.com
<b>Website:</b>			
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

**COMPANY PROFILE:** They are a travel company specialized in inbound receptive solutions within the United States. With over 20 years of experience in the field and focused mainly on Spanish-speaking markets, they are leaders in managing and operating travel programs, founded upon high Customer Service standards, the cornerstone of their on-site service and their dedicated Call Center. Their team of professionals works 24 hours a day, 365 days a year to provide human and timely attention, a promise for their travelers' satisfaction and peace of mind.

Keeping up with the advance of technology, they offer multiple connectivity options, exclusive access to their online booking platform [www.seeusatours.com](http://www.seeusatours.com), XML System Integration, Social Networks and the traditional offline channels, always supported by their Reservations team. The dynamic nature of their organizational structure allows them to ensure adaptable and diverse product solutions, packaging alternatives, broad accommodation management and custom made itineraries, ultimately adding value to the traveler's experience before, during and after the trip.

**MEETING NOTES:**

Miriam met with Peio during sales calls in New York City. Peio shared that they only have Philadelphia included as a day trip stop in New York City to Washington, D.C. itineraries, as their customers do not typically ask for the destination. See USA Tours only books Philadelphia when the customer specifically requests the city. To help address this concern, Miriam conducted a destination presentation demonstrating that Philadelphia is a standalone destination with a recommended (2) night stay minimum. They discussed that positioning Philadelphia as a (2) night minimum will then transform consumer perceptions of the destination and will inspire extended stays.

Peio shared that adding Philadelphia on the escorted tour series will not be possible for 2020, so Miriam suggested creating FIT itineraries as a starting point especially in combination with either New York City or Washington, D.C.

Peio also shared that he would like to start including Philadelphia on the ad hoc group requests, increasing nights in Philadelphia to at minimum (2). He has a specific group for 2020 that he would like to source for 2020. Peio believes this would be a great starting point.

Since both Peio and the See USA Tours team have not been to Philadelphia, Miriam invited him to experience the destination in effort to better sell and understand all that the city has to offer.

**FOLLOW-UP:**

Peio will send group lead request.

Miriam will send dates for FAM, introductions to hotels, itinerary suggestions, in-language (Spanish and Italian) experiences.

**REQUESTS:**

Hotels interested in a 2020 group program with See USA Tours or FAM showcase please contact Miriam at [miriam@discoverPHL.com](mailto:miriam@discoverPHL.com)

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<b>Account Name:</b>	Team America, Inc.	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	33 West 46th Street 3rd Floor New York, NY 10036	<b>Assigned Sales Rep:</b>	Miriam Chovanec
<b>Contact Name:</b>	Francesca Lanza	<b>Title:</b>	Senior International Tourism Sales Manager
<b>Phone:</b>	212-697-7165 x114	<b>Phone:</b>	215-636-4453
<b>Fax:</b>	718-247-1706	<b>Fax:</b>	
<b>Email:</b>	francesca@teamamericany.com	<b>Email:</b>	miriam@discoverPHL.com
<b>Website:</b>	www.teamamericany.com/dream		
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

COMPANY PROFILE: Team America is a full-service receptive tour operator with a portfolio consisting of over 800 global accounts in 65 countries. With local offices in New York, Miami Beach and Los Angeles, they offer extensive allotments of rooms within the U.S., Canada, the Caribbean, Mexico, Central & South America as well as a host of land services to satisfy every need. Staffed with a multilingual team and located in the heart of Manhattan, their state-of-the-art Headquarter Concierge Center welcomes clients 7 days a week, providing personalized assistance away from home. Their dedication to offering the highest caliber of Customer Service inspired their growing number of global sales support offices located in such key cities as: Milan, San Remo, Moscow, Barcelona, Sao Paulo, Tel Aviv, Sofia (Bulgaria), London, and Melbourne.

**MEETING NOTES:**

Miriam and Svetlana met with Francesca during sales calls in New York City. Miriam started off the meeting by providing a destination training to the new team members. Following the training, Miriam and Svetlana met with Francesca and Belinda Medina, Elite Branding - Product Development, to discuss production into Philadelphia and product development.

Francesca shared that overall Team America is doing well with a 26% YOY increase, however, this growth is not reflected in Philadelphia due to both limited hotel inventory available to book and direct connectivity. To help with this inventory challenge, she shared that Team America will be going dynamic by early Q2 2020. In the interim, however, she is interested in contracting Static rate agreements, and will then transition over to dynamic.

Team America also has a segment for services (Volatur). They need companies that can provide transfers and in-language guides for their top markets: Italy, Spain, and Germany.

**FOLLOW-UP:**

Miriam and Svetlana shared several hotels interested in static FIT partnerships. Miriam provided list of local transfer companies that can provide in-language step-on guides.

**REQUESTS:**

- Hotels that are interested in static (and later dynamic) FIT partnership
- Businesses that can provide transfers and/or German, Spanish, and Italian guides

Please contact Miriam at [miriam@discoverPHL.com](mailto:miriam@discoverPHL.com) for more information.

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<b>Account Name:</b> Tinma Travel & Tours	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b> 46-48 Bowery, 2nd Floor New York, NY 10013	<b>Assigned Sales Rep:</b> Jeffrey Yau
<b>Contact Name:</b> Don Chan	<b>Title:</b> International Tourism Sales Manager
<b>Phone:</b> 1-212-964-6664	<b>Phone:</b> 215-636-3342
<b>Fax:</b>	<b>Fax:</b> 267-479-6333
<b>Email:</b> don@eworldtours.com	<b>Email:</b> jeffrey@discoverPHL.com
<b>Website:</b> www.tinmatours.com	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

COMPANY PROFILE: Tinma Tours ("Tinma Travel & Tours Inc.") is a leading tour operator and travel agency in the Northeast region of the United States. Established in 1978, Tinma Tours has been providing high quality and high value services to millions of travelers and tourists from all over the world. We specialize in operating a broad spectrum of guided bus tours and excursions in bilingual languages (English and Chinese) throughout the East Coast (New York City, Philadelphia, Washington DC, Virginia, Boston, Toronto, Maine, Maryland, Florida, etc.) for various durations, departure locations, and price points. We also offer competitive air and tour packages to America's West Coast, Asia, and Europe through partnerships with other reputable travel and tour operators in different regions around the world.

WeChat ID: eworldtours

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, FIT

PHL PRODUCT: Various day trip options that include Philadelphia

MEETING NOTES: Jeffrey, Svetlana, Colleen (Countryside of PHL), and Colleen (Barnes Foundation), met with Don Chan during sales calls to NYC in August 2019.

Tinma Travel works closely with Mayi Tours and sometimes combines groups together. They have daily departures that stop in Philadelphia, during peak season there are 14 tours a week (2 departures a day). Group volume is higher on Mondays, Wednesday, and Saturdays (about 25 pax). Tuesday, Thursday, and Sunday have slightly less volume. These daily departure tours are tight on time and only spend a couple hours in Philadelphia. They are now offering special tours that can possibly include an overnight in the city. Don is currently planning for 2020 season. The team provided a destination update on the city.

INFO REQUESTS:

- General destination follow up (international guide, video)
- Introduction to Reading Terminal Market for gift card options
- NPS CUA information

PRODUCT REQUESTED:

- Barnes Foundation: Group & FIT touring information, along with bus parking/drop-off options
  - Penn Museum: Group cost of Campus Tour Program that includes lunch on campus
  - One Liberty Observation Deck: Guided tour options and evening tour costs/options for groups
  - Philadelphia Sightseeing Tours: Group touring update & follow up
  - McGillin's: Group lunch options & pricing
  - Countryside of Philadelphia: Longwood Gardens scheduling & programming, King of Prussia Mall shopping programs, hot air balloon events & festivals
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<b>Account Name:</b>	TOUR AMERICA INC.	<b>Respond To:</b>	Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	800 Wilshire Blvd., Suite 808 Los Angeles, CA 90017	<b>Assigned Sales Rep:</b>	Jeffrey Yau
<b>Contact Name:</b>	Madoka Ishibashi	<b>Title:</b>	International Tourism Sales Manager
<b>Phone:</b>	(646) 518-5568	<b>Phone:</b>	215-636-3342
<b>Fax:</b>	(212) 221-0239	<b>Fax:</b>	267-479-6333
<b>Email:</b>	madoka_i@touramerica.us.com	<b>Email:</b>	jeffrey@discoverPHL.com
<b>Website:</b>	www.touramerica.us.com		
<b>Lead Date:</b>	8/19/2019		

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**Tour Lead Requirements:**

COMPANY PROFILE: Tour America is a premier receptive tour operator offering leisure, business, technical visit education, incentive groups, and FIT services. They serve a wide range of Asia/Pacific markets including Japan, China, and Singapore among others. They also have a department for educational travel business, named EDUSA, which is an affiliate of Tour America. EDUSA creates an enriching educational experience through travel and culture exploration. They are a leading tour operator which handles large groups and MICE travel to the U.S.

TYPE OF BUSINESS: RTO

TYPES OF TRAVEL: Group, FIT, MICE

PHL PRODUCT: Various day & overnight trips that include Philadelphia

MEETING NOTES: Jeffrey, Colleen (Countryside of PHL), and Colleen (Barnes Foundation) met with Ms. Madoka Ishibashi during sales calls to NYC in August 2019.

The leisure outbound travel market continues to be highly competitive because of cost. At the moment, October travel to the East Coast USA is busy for Tour America although Japanese travelers are increasingly going to Europe and Australia. Madoka-san handles group series from Japan that are mainly seniors (55+) and travel in smaller groups (10-15 pax). Luxury groups are around 6 pax. To differentiate, Tour America is focusing on quality and service. They have one group series that recently flipped their itinerary and now travels from D.C. to Boston, with max 2 hours in Philadelphia, going to the Philadelphia Museum of Art, Rodin, and Independence Hall. Madoka-san is interested in creating new tour programming, especially for fall foliage in Philadelphia. Jeffrey and both Colleens provided a destination update.

INFO REQUESTS:

- General destination follow up (international guide, video, & images)
- Introduction and list of activities compiled by Japan America Society of Greater Philadelphia, especially garden-themed & architecture-themed tours
- NPS CUA information
- Fall foliage touring information

PRODUCT REQUESTED:

- Barnes Foundation: Touring updates and options for groups
  - Eastern State Penitentiary: Information about group touring and Terror Behind the Walls
  - Philadelphia Orchestra: Special group touring options
  - McGillins: Group dining options
  - Philadelphia Sightseeing Tours: In-language touring options
  - Longwood Gardens: Schedule of events
  - Valley Forge: Hot Air Balloon Festivals
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<b>Account Name:</b> Welcomebeds/Globalia	<b>Respond To:</b> Philadelphia Convention & Visitors Bureau
<b>Account Address:</b>	<b>Assigned Sales Rep:</b> Miriam Chovanec
	<b>Title:</b> Senior International Tourism Sales Manager
<b>Contact Name:</b> Kenia Olivence	
<b>Phone:</b> +1 305 469 9700	<b>Phone:</b> 215-636-4453
<b>Fax:</b>	<b>Fax:</b>
<b>Email:</b> kenia.olivence@welcomebeds.com	<b>Email:</b> miriam@discoverPHL.com
<b>Website:</b>	
<b>Lead Date:</b> 8/19/2019	

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**Tour Lead Requirements:**

COMPANY PROFILE: Globalia is Spain's largest tourist group. It is comprised of a number of independent companies that compete, fortunately with great success, in their respective sectors. Air Europa, which opened the skies of Spain when there was a monopoly, Halcón Viajes, accompanied by Curro brought the Caribbean to the Spanish people.

What makes Globalia different, is the fact that all the companies provide each other with mutual support. Their airline receives support from their travel agencies, which receive support from the tour operator, Travelplan, which, receives support from Air Europa. The Welcome division covers all their tour operators and agencies' needs at a destination. And the same is true of Be Live, their hotel chain, of Groundforce, the handling company, and of the other companies in the group.

At Globalia they enjoy what they do. That is the key to their success and to their continuous growth since they opened the first Halcón Viajes branch in 1971.

**MEETING NOTES:**

Miriam met with Kenia in New York City. Miriam and Kenia have been working on FIT partnerships throughout the city and discussed how Kenia was progressing. Kenia shared that though there have been successes, additional inventory is needed, and still needs follow-ups from a few hotels.

Kenia shared that she would like to come to Philadelphia this coming fall to conduct meetings with hotels and follow-up on new hotels.

**FOLLOW-UP:**

-Miriam is reviewing dates for Kenia to visit Philadelphia.

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