Annual Survey of Travel Arrangement and Reservation Services, 1999

▼ Reference number ▼

Confidential when completed

Français au verso

Authority

The survey is conducted under the authority of the Statistics Act, Revised Statutes of Canada, 1985, chapter S19.



Correct pre-printed information if necessary using the corresponding boxes below:

001	Legal name	004	Number and street		
002	Business name	005<	City	006	Province or State
003	C/o	053	Country	Post	al code

Please read carefully before completing the questionnaire

Coverage

Please complete the questionnaire for the business unit(s) described in the pre-printed area above. For this purpose, a "business unit" is defined as the lowest level of the firm for which separate records are kept for such details as revenue, expenses and employment.

Survey Obiective The survey objective is the collection and publication of data necessary for the statistical analysis of the travel arrangement and reservation services industry. The information from the survey can be used by businesses and trade associations for market analysis and assessment of industry performance, operating characteristics and trends, by government to develop national and regional economic policies, by other users involved in research or policy making and by Statistics Canada for maintaining important data input to the preparation of the Canadian System of National Accounts.

Confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information relating to any identifiable business without the previous written consent of that business. The data reported on this questionnaire will be treated in strict confidence, used for statistical purposes, and published in aggregate form only. The confidentiality provisions of the Statistics Act are not affected by either the Access to Information Act or by any other legislation.

Questions and Return Procedures We ask that you complete and return questionnaire within 30 days of receipt to:

Statistics Canada Operations and Integration Division 2nd floor, Jean Talon Bldg, Ottawa, Ontario K1A 0T6

This survey questionnaire can also be sent to Statistics Canada using the following facsimile communication: 1-888-605-2493

Statistics Canada advises you that there could be a risk of disclosure during the facsimile communication process. However, upon receipt of your facsimile, Statistics Canada will provide the guaranteed level of protection afforded to all information collected under the authority of the Statistics Act.

If you have questions or require assistance in completing this questionnaire, please call our **toll free number: 1-800-916-9316** and a representative of Statistics Canada will gladly answer your queries.

Duplicate Questionnaires If you receive more than one copy of this questionnaire for the same business, please complete the one that is correctly labelled and return it with the duplicate(s), writing "DUPLICATE" on the relevant form(s).

Note of Appreciation Canada owes the success of its statistical system to a long-standing co-operation involving Statistics Canada, the citizens of Canada, its businesses, governments and other institutions. Accurate and timely statistical information could not be produced without their continued co-operation and goodwill.

5-3300-5: 1999-12-20 STC/SER-425-60130



Statistics Canada Statistique Canada



		usiness Activity Please describe the nature of your firm's business activity in 1999: 021
	b)	Has the principal business activity in 1999 changed from 1998?
	c)	Please check (🗸) below the one industry which most accurately describes your firm's principal source of operating revenue.
		023 561510 Travel Agencies Other (please specify) 561520 Tour Operators
		561590 Other Travel Arrangement and Reservation Services
2.	F	orm of Organization
	a)	Type of organization (please check <u>one</u> only):
		027 1 Sole proprietorship 2 Partnership 3 Incorporated company 4 Co-operative
		⁵ Joint venture ⁶ Government business entity ⁷ Government 8 Non-profit
	b)	Is the sole purpose of this business unit to provide services to your parent company, an affiliated company or a professional practice?
		O25 1 Yes – If yes , please name the company or professional practice
	c)	Please enter your nine-digit Business Number (if incorporated)
	-,	034
	d)	Is this business affiliated with a:
		O30 1 Chain (please specify) 059
		Franchise (please specify) ⁰⁶⁰
		3 Transportation firm (please specify) 061 4 Accommodation company (please specify) 062
	e)	Is this business member of a cooperative or consortium?
	,	042 1 O Yes 3 O No
	f)	Did this business unit participate in any joint venture(s) during the reporting period?
		A joint venture refers to a specific commercial undertaking entered into jointly by two or more parties or companies, who agree to contribute the necessary capital and share in profits or losses of the project in agreed proportions. The association terminates either upon completion of the undertaking or at a specific time.
		1 Yes - If yes, please go to g) 3 No - If no, please go to Question 3, Reporting Period
	g)	Are detailed revenue and expenses for the business unit's share in the joint venture(s) included in this questionnaire? No
	h)	Please provide the name of the joint venture.
	i)	Is this joint venture:
		1 O Incorporated – If incorporated, please go to j) 3 Unincorporated – If unincorporated, please go to k)
	j)	Business Number of joint venture (if incorporated)
	k)	If it is an <u>unincorporated</u> joint venture, please provide the length of time of the joint venture. O39
	I)	Venture partner(s) and Business Number(s) (if incorporated)
		Venture partner(s) Business Number(s) (if incorporated)
		041
		If you participated in more than one joint venture or if more space is required, please enclose a separate page

3.	Reporting Period	no. of months	ending
	Please report for the calendar year 1999 or for your most recent fiscal year ending no later than March 31, 2000.	This report covers 229 231 YYYY	MM DD
	Period of Operation If you did not operate this business	ss for a full year, please check (\checkmark) the reason below:	
	 1 Seasonal operation 2 New business in 1999 3 Change of fiscal year end 4 Change of ownership (please provide name and address of the other owner) 	5 Ceased operation (please specify) 6 Temporarily closed (please specify) 046 047	
	045	Effective date of change	MM DD
Pl. 4.	 Please report for your 1999 fiscal year, as report Total Revenue Please report all answers in Canadian dollars. Please exclude GST and all other taxes collected by you lif your firm was active only as a Travel Agency, please if your firm was active only as a Tour Operator, please if your firm was active in both types of business, please 	u for remittance to a government agency. e complete only Part I below. e complete only Part II below.	
4.1	a) Gross value Report the gross revenue from travel activities What is your best estimate of the percentage of the Tour packages Cruise package Other activities	ne gross revenue from box 101 for each of the following:	Dollars (omit cents) 101 Percent (%) 097 098 099
	tickets, vehicle reritals and insurance) - What is your best estimate of the percentage of to	(e.g. sales of tour and cruise packages, accommodation, otal commission from box 102 for each of the following:	Dollars (omit cents) 102 Percent (%) 103
	Tour packages		104
	Cruise package Transportation Fares (e.g. air and rail tickets, includ	ling Eurail passes, boat and ferry bookings, including charters,	105
	etc.) Exclude fares that are part of tour or cruise pack	kages.	106
	Accommodation Exclude accommodation that is par	rt of tour or cruise packages.	107
	Vehicle Rentals Exclude rentals that are part of tour	or cruise packages.	-
	Insurance Products (e.g. health, baggage and cand	cellation insurance)	108
	Other Commissions (e.g. attractions, travellers' chec	ques, etc.) please specify	109
	Total		100 %

- \	ravel Agency Activity - Part I - Concluded	Dollars
C)	Revenue from other sales	(omit cents)
	Include sales of merchandise (e.g. guides, maps, passport photos, luggage, etc.) please specify 065	
d)	Service fees Include non-commission charges to clients, e.g. research fees, long-distance telephone calls on behalf of customer, etc. <i>please specify</i> 066	111
		112
٥)	All Other Revenue Include interest revenues, franchise fees and royalty payments received	
e)	All Other Revenue iniciade interest revenues, franchise lees and royalty payments received	130
f)	Total Revenue from retail travel agency activity Must equal total dollar value of items b, c, d and e	
		\
T	our Operator / Tour Wholesaler Activity - Part II	
	Please note that your costs for all units of travel purchased from a supplier (e.g. carrier, hotel, sightseeing operator,	
	etc.) should be reported in Section 6.	Dollars
٥)	Total Bashama Bassama	(omit cents)
a)	Total Package Revenue Report the gross value of tour and cruise package sales	113
		-
	What is your best estimate of the percentage of the gross revenue from box 113 for each of the following:	Percent (%)
	\mathcal{C}/\wedge	114
	Tour packages	115
	Cruise packages	
	Total	100 %
	Tour Wholesale Revenue	Dollars (omit cents)
h١	Tour wholesale Revenue	(on the oone)
b)	If your establishment sold travel products (e.g. airline seat tickets, tour or cruise packages) to other travel agencies on a wholesale basis, report that revenue here.	120
b)	If your establishment sold travel products (e.g. airline seat tickets, tour or cruise packages) to other travel agencies on a wholesale basis, report that revenue here. Your costs for all units of travel which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6.	120
b)	a wholesale basis, report that revenue here. Your costs for all units of traver which yoursold as a wholesaler (e.g. purchases from tour operators, carriers, hotels	
b)	a wholesale basis, report that revenue here. Your costs for all units of traver which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6.	Percent (%)
b)	a wholesale basis, report that revenue here. Your costs for all units of traver which yoursold as a wholesaler (e.g. purchases from tour operators, carriers, hotels	Percent
b)	a wholesale basis, report that revenue here. Your costs for all units of traver which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following: Tour packages	Percent (%)
b)	a wholesale basis, report that revenue here. Your costs for all units of traver which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following:	Percent (%) 116 117 118
b)	a wholesale basis, report that revenue here. Your costs for all units of traver which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following: Tour packages Cruise packages Transportation Fares (e.g. air and rail tickets, including Eurail passes, boat and ferry bookings, including charters, etc.) Exclude fares that are part of tour or cruise packages.	Percent (%) 116 117
b)	a wholesale basis, report that revenue here. Your costs for all units of traver which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following: Tour packages Cruise packages Transportation Fares (e.g. air and rail tickets, including Eurail passes, boat and ferry bookings, including charters,	Percent (%) 116 117 118
b)	a wholesale basis, report that revenue here. Your costs for all units of travel which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following: Tour packages Cruise packages Transportation Fares (e.g. air and rail tickets, including Eurail passes, boat and ferry bookings, including charters, etc.) Exclude tares that are part of tour or cruise packages. Other Wholesale Travel Packages, Fares, etc. please specify	Percent (%) 116 117 118
b)	a wholesale basis, report that revenue here. Your costs for all units of traver which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following:	Percent (%) 116 117 118 119
b)	a wholesale basis, report that revenue here. Your costs for all units of travel which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following: Tour packages Cruise packages Transportation Fares (e.g. air and rail tickets, including Eurail passes, boat and ferry bookings, including charters, etc.) Exclude tares that are part of tour or cruise packages. Other Wholesale Travel Packages, Fares, etc. please specify	Percent (%) 116 117 118 119 100 % Dollars
	a wholesale basis, report that revenue here. Your costs for all units of travel which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following: Tour packages Cruise packages Transportation Fares (e.g. air and rail tickets, including Eurail passes, boat and ferry bookings, including charters, etc.) Exclude fares that are part of tour or cruise packages. Other Wholesale Travel Packages, Fares, etc. please specify 1067 Total	Percent (%) 116 117 118 119 100 %
	a wholesale basis, report that revenue here. Your costs for all units of travel which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following: Tour packages Cruise packages Transportation Fares (e.g. air and rail tickets, including Eurail passes, boat and ferry bookings, including charters, etc.) Exclude (ares that are part of tour or cruise packages.) Other Wholesale Travel Packages, Fares, etc. please specify Total All Other Revenue	Percent (%) 116 117 118 119 100 % Dollars (omit cents)
c)	a wholesale basis, report that revenue here. Your costs for all units of travel which you sold as a wholesaler (e.g. purchases from tour operators, carriers, hotels, sightseeing operators, etc.) should be reported in Section 6. — What is your best estimate of the percentage of this revenue from each of the following: Tour packages Cruise packages Transportation Fares (e.g. air and rail tickets, including Eurail passes, boat and ferry bookings, including charters, etc.) Exclude fares that are part of tour or cruise packages. Other Wholesale Travel Packages, Fares, etc. please specify 1067 Total	Percent (%) 116 117 118 119 100 % Dollars (omit cents)

Please report for your 1999 fiscal year, as reported in section 3, on page 3. 5. Revenue by Destination What is your best estimate of the percentage of your revenue from travel to: Percent (%) **Canadian Destinations:** 131 tour and cruise package 132 all other travel to Canadians destinations 133 **American Destinations:** tour and cruise package travel 134 all other travel to American destinations 135 All Other travel to Foreign Destinations tour and cruise package travel 136 all other travel to others foreign 100 % Total (total of boxes must equal 100%) 6. To be completed by Tour Operators and Wholesalers Only **Dollars** (omit cents) 201 Please report in Canadian dollars the total cost of all units of travel purchased from a supplier(s) (carrier, hotel, sightseeing, etc.) and all sub-contracted and purchased costs (including [about]) which form part or whole of your total sales of tour packages, cruise packages, bookings, etc. 203 Commission paid to travel agencies 7. Client Base Please report (estimate if necessary) the percentage of volvevenue derived from the following clientele: Percent (%)**Domestic Clients** 180 a) Households or individual (for leisure purposes) 181 Companies or individual (for business purposes 183 c) All levels of governments 185 Foreign clients d) All foreign visitors (for leisure or business purposes) 100 % Total (must add to 100) Percent Please report (estimate if necessary) the **percentage** breakdown of revenue from sales to **foreign visitors** (Box 185 above) by their country of origin. 401 U.S. 402 U.K. 403 France 404 Germany 405 Japan 406 Other Foreign 100 % Total (must add to 100%)

8. Operating Expenses

- Please report all answers in Canadian dollars.
- Do not include capital expenditures.
- Please include GST, except the portion that is refundable by government.

•	f you prefer, you may attach a copy of your income statement and proceed to Section 9.	
		Dollars (omit cents)
		160
a)	Salaries and wages paid to employees for whom you issued a T4 supplementary form; include vacation pay, bonuses and commissions	
		161
b)	Employee benefits paid for all employees for whom you issued a T4 supplementary form; include employer's contributions to pension, medical/life, employment insurance and workers' compensation plans	
	Sommoniono to pondion, modioarmio, ompioyment modiano and workers compensation plans	162
۵)	Post and/ar large of land and buildings	
c)	Rent and/or lease of land and buildings	163
		·
d)	Rent and/or lease of motor vehicles) 164
e)	Computer services purchased including rent/lease of computer equipment, data processing and software	104
,	development	105
	$(\bigcirc)^{\vee}$	165
f)	Rent and/or lease of other machinery and equipment	
•		166
g)	Repairs and maintenance	
9)	Topano and maniorano	167
b \	Local accounting management and consulting foce	
h)	Legal, accounting, management and consulting fees	168
i)	Advertising and sales promotion	400
	$\langle \mathcal{I}_{\wedge} \rangle$	169
j)	Insurance	
		170
k)	Taxes, permits and licenses (exclude income taxes)	
,		171
l)	Heat, light, power and water	
1)	Tiodi, light, power and water	172
	Total and the second of the se	
m)	Telephone, telecommunications, postage and courier fees	173
		173
n)	Travel and entertainment	
		174
o)	Royalties and franchise fees	
		175
p)	Depreciation and amortization	
۲)		176
۵,	Interest average	
q)	Interest expense	177
r)	Office and all other supplies and materials used in the business (do not include supplies charged directly to	1 == 4
•	customers – include those under Section 6)	470
s)	All other operating expenses excluding bad debts . Include fees paid to contract workers. (Please specify major items or attach a separate sheet)	178
	051	179
t)	Total Operating Expenses (sum of items (a) to (s))	

9. Employment Please report the average number of persons employed by this firm during the 1999 reporting period. Full Year Part Year Total Employees (12 Months) Employees (Seasonal) Number Employees to whom you paid salaries and wages as shown in Operating Expenses, (Section 8, Box 160) 198 199 152 Full-time Employees Worked more than 30 hours per week 200 202 151 Part-time Employees Worked less than 30 hours per week 153 Working proprietors and/or working partners of unincorporated businesses 10. Marketing Information Please answer the following questions (as best you can), relating to the marketing practices of your establishment during the 1999 reporting period. Please report which of the following advertising methods you used in **1999** to promote your business. Please check \checkmark) below where applicable (more than one box may be checked): 271

Radio Ads Newspaper Ads Pelevision Ads Television Ads Brochures Direct Mail Travel Information Offices Trade Shows/Market places Consumer Shows The Internet Sales trips Other (please specify) 068 Do you market your products in partnership with other business interests? 211 1 yes with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\circ	Directories and Guide Listing	
Newspaper Ads 274 Magazine Ads Television Ads Brochures Direct Mail Travel Information Offices Trade Shows/Market places Consumer Shows The Internet Sales trips Other (please specify) Other (please specify) If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\bigcirc	Radio Ads	272
Magazine Ads Television Ads Brochures Direct Mail Travel Information Offices Trade Shows/Market places Consumer Shows The Internet Sales trips Other (please specify) Other (please specify) If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\bigcirc	Newspaper Ads	273
Television Ads Brochures Direct Mail Travel Information Offices Trade Shows/Market places Consumer Shows The Internet Sales trips Other (please specify) Otyou market your products in partnership with other business interests? If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	_	^ () \	274
Brochures Direct Mail Travel Information Offices Trade Shows/Market places Consumer Shows The Internet Sales trips Other (please specify) If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\sim		275
Direct Mail Travel Information Offices Trade Shows/Market places Consumer Shows The Internet Sales trips Other (please specify) Offices (check as many as apply) If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\sim		276
Travel Information Offices Trade Shows/Market places Consumer Shows The Internet Sales trips Other (please specify) Otyou market your products in partnership with other business interests? If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\sim	_ \//\>	277
Trade Shows/Market places Consumer Shows The Internet Sales trips Other (please specify) 068 On you market your products in partnership with other business interests? If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\subset		278
Consumer Shows The Internet Sales trips Other (please specify) Other (please specify) If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\sim	Trade Shows/Market places	
The Internet Sales trips Other (please specify) 068 Other (please specify) 068 Other (please specify) 068 If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\sim	Consumer Shows	280
Sales trips Other (please specify) Oo you market your products in partnership with other business interests? If yes, with which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions	\sim	The Internet	281
Other (please specify) Other	\sim		282
Do you market your products in partnership with other business interests? 211 1 Yes With which of the following agencies? (check as many as apply) Governments Industry associations Hotels Attractions 213 214 215	\sim		283
Governments 213		1 O Yes 3 No	
Industry associations Hotels Attractions 213 214 215 215	$\overline{}$	Covernments	212
Hotels 214 Attractions 215 216	_		213
Attractions 215	_		214
216	_		215
Transportation companies))		216
Transportation companies Restaurants 217	_		217
	~		

A) Please report (estimate, if necessary) for 1999: a) the number of individual packages sold b) average price in Canadian dollars per person of most B) Type of Package Sold Please estimate the percentage of your tour and cruise sa a) Adventure/Ecotours/Outdoor b) City experience/touring c) Cultural d) Sports e) Resorts f) Learning/educational g) Other (please specify) oe9 h) Total (must add to 100%) C) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check in s) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets g) The Internet	Percent (%) 141 142 143 144 145 146 147 148 100 Percent (%) Percent (%) 141 142 143 144 145 146 147 Percent (%) 230
b) average price in Canadian dollars per person of most Type of Package Sold Please estimate the percentage of your tour and cruise sa a) Adventure/Ecotours/Outdoor b) City experience/touring c) Cultural d) Sports e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) C) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Checkenns) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	popular package sold Percent (%) 141 142 143 144 145 146 147 Percent (%) 147 Percent (%) 148 100 Percent (%) 230
Type of Package Sold Please estimate the percentage of your tour and cruise sate a) Adventure/Ecotours/Outdoor b) City experience/touring c) Cultural d) Sports e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) c) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check lans) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	popular package sold Percent (%) 141 142 143 144 145 146 147 Percent (%) 147 Percent (%) 148 100 Percent (%) 230
Type of Package Sold Please estimate the percentage of your tour and cruise sate a) Adventure/Ecotours/Outdoor b) City experience/touring c) Cultural d) Sports e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check lans) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	popular package sold Percent (%) 141 142 143 144 145 146 147 Percent (%) 147 Percent (%) 148 100 Percent (%) Percent (%) 1230
Please estimate the percentage of your tour and cruise sate a) Adventure/Ecotours/Outdoor b) City experience/touring c) Cultural d) Sports e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline system) c) Other electronic information services (e.g. Check Inns) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	les for each of the following products: (%) 141 142 143 144 145 146 147 148 100 Percent (%) 230
a) Adventure/Ecotours/Outdoor b) City experience/touring c) Cultural d) Sports e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check-Inns) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	les for each of the following products: 141 142 143 144 145 146 147 148 100 Percent (%) 230
b) City experience/touring c) Cultural d) Sports e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check-lines) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	143 144 145 146 147 148 100 Percent (%) 230
c) Cultural d) Sports e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check-lines) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	144 145 146 147 148 100 Percent (%) 230
d) Sports e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline system) c) Other electronic information services (e.g. Check Inns) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	144 145 146 147 148 100 Percent (%) 230
e) Resorts f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline system) c) Other electronic information services (e.g. Check hins) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	145 146 147 148 100 Of your tour packages and cruises for the following Percent (%) 230
f) Learning/educational g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check-lines) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	146 147 148 100 of your tour packages and cruises for the following Percent (%) 230
g) Other (please specify) 069 h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check-lines) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	of your tour packages and cruises for the following Percent (%) 230
h) Total (must add to 100%) Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Checkshins) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	of your tour packages and cruises for the following Percent (%) 230
Distribution Channels Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline system) c) Other electronic information services (e.g. Check lines) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	of your tour packages and cruises for the following Percent (%) 230
Please distribute as best as you can in percentages sales distribution channels: a) Direct sales b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Check-lines) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	of your tour packages and cruises for the following (%) 230
b) CRS Computer Reservations Systems (e.g. airline systems) c) Other electronic information services (e.g. Checkshins) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	
c) Other electronic information services (e.g. Checkshins) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	
c) Other electronic information services (e.g. Checkshins) d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	234 234
d) Other Wholesalers e) Travel agencies f) Company-owned retail outlets	240
e) Travel agencies f) Company-owned retail outlets	228
f) Company-owned retail outlets	232
	233
g) The internet	246
h) Alliance with other cumpliars of a transportation compa	249
h) Alliance with other suppliers (e.g. transportation compa	237
i) Direct to tour operators in foreign countries	238
j) Special interest groups (e.g. associations)	²³⁹ 100 ⁽
k) Total (must add to 100%) Duration of Packages	100
 Duration of Packages Please report (estimate, if necessary) the average duration 	of tour packages or cruises sold − check (✓) one only
a) less than 1 week	241
b) O 1 to 2 weeks	242
c) 2 to 3 weeks	243
d) () 3 to 4 weeks	244
e) () more than 1 month	245
· ·	e duration of tour packages and cruises — check (✓) one only
a) () increased	251
b) () decreased	

	our Packages	
lf y	your firm reported revenue from the sales of tour packages (see Section 4 Part II) please answer the following:	
Ple	ease report (estimate, if necessary) the percentage of your sales of tour packages derived from:	Percent (%)
		221
a)	Escorted tours	222
b)	Motorcoach tours	
۵)	Independent tours	223
C)	Independent tours	224
	Special interest tours	225
e)	Other (please specify) 070) 1223
		226
f)	Total (must add to 100%)	100 %
		Percent
		Percent
		(%)
Ple	lease report (estimate, if necessary) the percentage of revenue from tour packages occurring in:	254
	lease report (estimate, if necessary) the percentage of revenue from tour packages occurring in: Summer	254
a)	Summer	
a)		254
a) b)	Summer Fall	254
a) b) c)	Summer Fall	254 255 256 257
a) b) c)	Summer Fall Winter	254 255 256

	nit is defi	swers in Canadian do ned as the lowest leve coment.		n for which se	parate records	s are kept	for such details	as revenu	ies,	Numb	er
·	·										
		imber of permanent b					orting period.				
b) Do you nave	е реппа	nent business locatior	is in more i	nan one prov	ince or territor	y :					
300 3	O No	- Please go to Sec	ction 14								
1	○ Yes	- Please complete	e 13 <i>(c)</i>								
c) Please repo	ort the fo	llowing data for the pr	ovinces or t	erritories in w	hich you have	units.	T				_
Province or		Business Units	Total	Revenue	Salaries, V and Employee	Vages Ropofits	Employee	s		Operating Denses	
Territory		(Number)	\$ (01	mit cents)	\$ (omit c		(Number)		7/ .	nit cents)	
Nfld.	;	301	314		327		343	3	57		
P.E.I.	;	302	315		328		344	3:	58		
N.S.	;	303	316		329		345	3	59		-
N.B.	;	304	317		330		346	30	60		
Que.	:	305	318		331		347	30	61		
Ont.	:	306	319		332		348	30	62		-
Man.	:	307	320		333		349	30	63		
Sask.	:	308	321		334		350	30	64		
Alta.	:	309	322		335		351	30	65		-
B.C.	:	310	323	~ ()	336		352	30	66		-
Nunavut	;	340	341		342		353	30	67		
N.W.T. (without Nunavut)	;	311	324		337		354	30	68		
Yukon Territory		312	325		338		355	30	69		
Total	;	313	326		339		356	3.	70		
				▼	•		•	,	,	▼	_
/	\nearrow	Should equal Box 024, Section 13	the s	ld equal sum of s 4.1 (f) 4.11 (d)	Should eq sum of B 160 and Sectio	loxes 161,	Should equa sum of Boxes 152 and 15 Section	s 151, 53,	Bo	ld equal x 179, ction 8	
	$\langle \rangle$										
. Certificati	$\overline{}$	I certify that the infor	mation cont	ained herein	is complete ar		to the best of m	y knowled	ge.		
nature of authoriz	zed pěrs	on				Title					
ne of person to c	ontact fo	or further information (please prin	t)							
☐ Mr. ☐ ☐ Miss ☐	☐ Mrs. ☐ Ms.	First Name				056	Name				1
ail address						Comp 058	pany's Home We	eb page ad	ddress (l	JRL)	
Day Mo	onth	Year A	Area code	Tele	phone number		Ext.		F	-ax	
e			1 1	l l					,		
				1 1							
w long did you sp	oend col	lecting the data and co	ompleting th	nis form?	801		hours				

13. Provincial/Territorial Distribution
 Please report all answers in Canadian dollars

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ts				
	nts burden and to provide or Bureau of Statistics, the Ma	burden and to provide consistent statistic	burden and to provide consistent statistics, Statistics Ca	nts burden and to provide consistent statistics, Statistics Canada has ente Bureau of Statistics, the Manitoba Bureau of Statistics and BC STATS in ac et Statities of Canada 1985. Chanter S19. For establishments and/or busin

In order to reduce response burden and to provide consistent statistics, Statistics Canada has entered into data sharing agreements with the Quebec Bureau of Statistics, the Manitoba Bureau of Statistics and BC STATS in accordance with Section 11 of the Statistics Act, Revised Statutes of Canada, 1985, Chapter S19. For establishments and/or business locations operated in Quebec, Manitoba and British Columbia, the agreements authorize Statistics Canada to forward a record of the data collected in this survey to the Quebec Bureau of Statistics, the Manitoba Bureau of Statistics and BC STATS, respectively. The Statistics Acts of these provinces includes the same provisions for confidentiality and penalties for disclosure of information as the federal Statistics Act.

Statistics Canada's publications are available for use in Statistics Canada's regional offices and all major libraries. As well, please visit our web site at www.statcan.ca

Please make a copy of this completed questionnaire for your records.

Thank You For Your Co-operation