

# **Additional CPC Product Detail Travel Arrangement and Reservation Services**

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## **Introduction**

The ISIC Rev. 4 draft structure circulated in 2004 includes a new treatment of travel agencies, reservation services, and related services. The services have been pulled together from various sections of ISIC Rev. 3.1 and will form a new two-digit grouping within the section for Administrative and support service activities. This realignment provides an opportunity to review the related CPC products with a goal of increasing the detail available in the CPC.

Travel and tourism activities are a critical component of many national economies. In recent years, this fact has been acknowledged through the creation of a tourism satellite account and efforts of the World Tourism Organization to improve the detail for related activities in the proposed revision of ISIC for accommodations and similar services. One area of potential improvement related closely to travel and tourism activities is the detailing of products provided by travel agencies, tour operators, and other reservation services.

For the past six years, the United States has been working, cooperatively, with our North American partners on the development of a North American Product Classification System (NAPCS). This effort is unique in multinational efforts in that each country has undertaken considerable outreach to government, academia, trade associations, and providers of the services being studied when developing provisional product lists. An important characteristic of NAPCS products is that they have been developed with businesses and take into account the recordkeeping practices of business.<sup>1</sup>

In the United States, we have tested NAPCS products developed in the early phases of NAPCS in the Service Annual Survey and in the 2002 Economic Census. Unfortunately, as of this writing, the results for travel agencies and tour operators are not yet published. However, some preliminary frequency data are available that indicate the level of success we anticipate for products related to travel agency services and related products.

All NAPCS product lists include provisional structures, applied for the convenience of the working groups. The proposal in this paper presents aggregates of the provisional structures, grouped for use in the CPC, which can be used to map all of the detailed NAPCS products. The proposal structure does not necessarily agree with the provisional structures in appendices 1 and 2. The NAPCS product lists include the main products of the industries plus additional products that are also provided by units classified to other industries, such as rental of cellular phones or currency exchange services. The proposals for CPC updates do not include products identified as related products that are already included elsewhere in the CPC.

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<sup>1</sup> For additional details, see <http://www.census.gov/napcs>.

## ISIC Rev. and CPC Ver. 1.1 Details

The current detail proposed in ISIC Rev. 4 for travel agencies and related services includes three industries:

7211 Travel Agencies  
7212 Tour Operators  
7220 Other Reservation Services<sup>2</sup>

The CPC includes products that are essentially the same as the industry breakdowns with one exception – a separate product for tourist guide services would be broken out under 7220, Other Reservation Services.

CPC Version 1.0 Products for travel agency and related services<sup>3</sup>

678 Travel agency, tour operator and tourist guide services  
6781 Travel agency and tour operator services  
67811 Travel agency services – This subclass includes sales of travel tickets, lodging and, package tours on a fee or contract basis.  
67812 Tour operator services – This subclass includes services of organizing and arranging package tours (all inclusive tours). Such a package usually includes passenger and baggage transportation, accommodation, sightseeing arrangements, and similar services provided during a package tour.  
67813 Tourist information services – This subclass includes travel information, advice, and planning services. These services are usually provided by tourist offices or similar institutions. This subclass also provides accommodation reservation services, airline, train, bus, and other reservation services relating to travel.  
6782 Tourist guide services  
67820 Tourist guide services – This subclass includes tourist guide services by tourist guide agencies and own account tourist guides (except services of own account hunting guides c.f. 96620 and services of interpreters c.f. 83190).

Improved CPC detail for the services provided by travel agencies, tour operators and other reservation services will provide additional insights into the services of units classified to ISIC classes.

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<sup>2</sup> International Standard Industrial Classification of All Economic Activities (ISIC), Revision 4, Complete structure draft for discussion. May 12, 2004, UNSD Classification Registry entry ID 2005.

<sup>3</sup> Central Product Classification (CPC) Version 1.0, United Nations Statistical Papers Series M No. 77, Ver.1.0, 1998

## Background

The economic size of these travel agency and related services in the United States is considerable. The 1997 Economic Census provided the following information for the United States:

Industry	Establishments	Receipts \$Million (USD)
56151 Travel Agencies	29,332	\$9,977
56152 Tour Operators	3,501	\$2,782
561591 Convention and Visitors Bureaus	975	\$ 852
56199 All Other Travel Arrangement and Reservation Services	2,770	\$7,872
5615 Travel Arrangement and Reservation Services	36,578	\$21,484

U.S. Bureau of the Census, <http://www.census.gov/prod/ec97/97s56-ls.pdf>

The output of travel arrangement and reservation services is measured by the Economic Census in terms of commissions received for agency services; as receipts for direct services, such as trip planning; and margins are requested for preparation of packaged tours, reselling packaged tours and reselling goods. For a more complete presentation of information requested in the 2002 Economic Census for NAICS industry group 5615, Travel Arrangement and Reservation Services, see appendix 1.

Products collected in the 2002 Economic Census for travel arrangement and reservation services are based on the results of the NAPCS development initiative. The North American Product Classification System initiative is unique in the processes used to develop products. Each area draws on subject matter experts from government, academia, trade associations, and private businesses to develop lists of products that are recognizable, reportable, and useful to businesses. To the extent possible, this process ensures that economic surveys ask data providers the right questions in the right way. Our tests in the 2002 Economic Census are not yet complete but preliminary results are very promising.

### 2002 Economic Census Details for Travel Agency Services based on NAPCS

1. Reservation services, including commissions and fees from the sale of passenger transportation, lodging, and other travel services
  - a. Airline seats, international travel
  - b. Airline seats, domestic travel
  - c. Rail seats

- d. Vehicle rental
  - e. Cruises
  - f. Lodging
  - g. Packaged tours
  - h. Event tickets
  - i. Other, including ferry, bus, airport shuttle
  - j. Subscription fees for the use of computerized reservation services
  - k. Travel data warehouse services
2. Other travel arrangement services
- a. Packaged tours, including arranging, assembling, and marketing tour packages to travel agents, tour wholesalers, and/or individuals
    - i. International
    - ii. Domestic
    - iii. Reselling tours acquired from other tour operators
  - b. Trip planning, including assembling travel information, advice, and plans
  - c. Commission or fees from sale of travel insurance
  - d. Sale of travel accessories and other travel related merchandise
  - e. Fees received for obtaining travel documents for customers
  - f. Fees received for sale of traveler's checks
  - g. Fees received for foreign exchange services
  - h. Fees from wire transfer services of currencies
  - i. Sale of corporate travel management software
  - j. Other travel arrangement services, including cellular phone service and emergency travel plans
3. Services provided to support conventions and promote tourism, including services funded through local appropriations or tax receipts
- a. Pre-convention organizational services
  - b. Convention support services
  - c. Visitor information and sightseeing tour services
  - d. Research service on tourism
4. Other services
- a. Automobile clubs road and travel services, dues and fees received from members
  - b. Condominium time share exchange services
  - c. All other operating receipts

Preliminary Frequency Data – Respondents in Industry Group 5615

INDUSTRY	Number of detailed products reported:				
	1	2	3	4	5 or more
561510 - Travel Agencies	4.4%	6.8%	8.6%	8.6%	71.5%
561520 - Tour Operators	32.9%	26.7%	14.1%	7.1%	19.2%
561591 - Convention and Visitors Bureaus	50.5%	17.2%	13.1%	12.0%	7.2%
561599 - Other Travel Arrangement	42.1%	7.7%	3.1%	3.1%	43.9%

The frequency distribution data presented above are preliminary and subject to revision. The subject matter analysts have not completed the micro data review and evaluation of data quality. This presentation is only intended to show that establishments were able to report to more than one detailed product in a large percentage of cases. Preliminary sales coverage ratios are high (as high as 80% for one six-digit industry) implying that publishability will not be a problem. Establishment and revenue data by product and industry based on results of the 2002 Economic Census will be published by the end of December 2004. These data will be available at <http://www.census.gov/econ/census02>.

### **Proposed CPC Detail for Travel Agencies and Related Services**

678 Travel agency, tour operator, tourist guide, and other reservation services

6781 Travel agency services

67811 Reservation services for airline seats

67812 Reservation services for cruises

67813 Reservation services for rail seats

67814 Reservation services for vehicle rental

67815 Reservation services for lodging

67816 Reservation services for packaged tours

67817 Other reservation services related to transportation, including ferry, bus, and airport shuttle

6782 Tour operator services

67821 Package tours

67822 Reselling package tours

6783 Tourist guide services

67830 Tourist guide services

6784 Reservation services for event tickets and other entertainment and recreational services

67840 Reservation services for event tickets and other entertainment and recreational services

6785 Convention support and tourism promotion services

67851 Convention planning, assistance, and support services

67852 Visitor information services

This represents an increase from the CPC Ver. 1.1 detail from four detailed products to fourteen detailed products. Definitions for the proposed products are presented below.

**6781 Travel agency services** – This class includes agency services related to sales of transportation, accommodation, and related services. Travel agency services include obtaining a client's requirements, advising on alternatives, assisting in the

client's choice, and may include issuance of tickets on behalf of the service provider.

**67811 Reservation services for airline seats** – This subclass includes arranging reservations for airline tickets on a commission or fee basis.

- domestic airline ticket reservation services
- international airline ticket reservation services

**67812 Reservation services for cruises** – This subclass includes arranging reservations for cruise bookings on a commission or fee basis.

- cruises of one day or less
- cruises of more than one day

**67813 Reservation services for rail seats** – This subclass includes arranging reservations for rail seats on a commission or fee basis.

**67814 Reservation services for vehicle rental** – This subclass includes arranging reservations for rental cars on a commission or fee basis.

**67815 Reservation services for lodging** – This subclass includes arranging reservations for accommodation services on a commission or fee basis.

- domestic lodging reservation services
- international lodging reservation services

**67816 Reservation services for packaged tours** – This subclass includes arranging reservations for packaged tours on a commission or fee basis.

- domestic packaged tours
- international packaged tours

**67817 Other reservation services related to transportation, including ferry, bus, and airport shuttle** – This subclass includes arranging reservations for other services, n.e.c. on a commission or fee basis.

- reservation services for bus transportation
- reservation services for ferry transportation
- other transportation reservation services, n.e.c.

## **6782 Tour operator services**

**67821 Package tours** – This subclass includes the services of arranging, assembling, and marketing package tours. Such a package usually includes buying and reselling passenger and baggage transportation, accommodation, food, and sightseeing services. The resulting package tours may be sold to individuals or at wholesale to other tour operators or travel agents.

- prepackaged tours, domestic and international
- custom packaged tours for groups, domestic and international

**67822 Reselling package tours** – This subclass includes the service of buy and reselling package tours to individuals, travel agents, or other tour operators.

**67823 Tourist guide services**

**678230 Tourist guide services** – This subclass includes tourist guide services from own account tourist guides.

**6784 Reservation services for event tickets and other entertainment or recreational services** – This class includes agency services related to the sale of event tickets (e.g., theater, concert, sporting event) and reservation services for tourist guides and other entertainment and recreation-based services on a commission or fee basis. The reservation service may include issuance of tickets or placement of a reservation with client tickets placed in “will call” at the event location.

**67840 Reservation services for event tickets and other entertainment or recreational services** – This subclass includes arranging reservations for attendance at events, such as theater performances, concerts, or sporting events, on a commission or fee basis.

**6785 Convention support and tourism promotion services**

**67851 Convention planning, assistance, and support services** – This subclass a variety of convention or meeting planning and support services provided on a commission or fee basis:

- assistance in locating meeting space
- escorted site inspections
- negotiating group discounts with hotels, food services, and other providers of convention services
- preparation and presentation of destination details
- provision of personnel and support for registration services
- providing contact data for local market florists, photographers, and other service providers
- assisting attendees with arrangement of shuttle or limo service, VIP services, etc.

**67852 Visitor information services** – This subclass includes provision of information regarding sightseeing destinations, preparing brochures, and marketing or promoting tourism to visitors or potential visitors. These services can be performed on a commission or fee basis or funded through business or government contributions.

This set of possible products in the CPC provides additional detail and attempts to separate out agency services from other services. For example, the current CPC product for tourist guide services (67820) includes agency services for arranging for tourist guides as well as tourist guide services. This proposal places the reservation or



arrangement services with reservation services (measured as commissions) and separately identifies the provision of tourist guide services (measured as receipts for service).

The CPC structure will generally support linkages between industries in ISIC Rev. 4 and the CPC. A possible mapping is:

ISIC 7211 Travel Agencies	CPC 6781
ISIC 7212 Tour Operators	CPC 6782
ISIC 7220 Other Reservation Services	CPC 6783 CPC 6784 CPC 6785

## **Conclusion**

The NAPCS product development initiative provides a valuable list of products that are offered for consideration when addressing a revision of the current CPC products for travel arrangement and reservation services. Subcommittees in Canada, Mexico, and the United States developed the products jointly<sup>4</sup> with considerable input from businesses, associations, and academics that provide or study these services. The entire list of NAPCS products is included in appendix 2.

The detailed products developed in NAPCS might provide useful additions to the CPC. The Tourism Satellite Account and other uses might press for even further detail, such as breakouts based on domestic or international travel. The appropriateness of those breakouts will need to be evaluated in the United States as the detailed Census data becomes available. The proposed list of products does meet the general guidance of mapping to the ISIC structure and preliminary indications from the 2002 Economic Census show that respondents can report the detailed breakdowns.

The 2002 Economic Census in the United States will publish detailed product and industry data based on the survey form included as appendix 1. This data should be published before December 31, 2004 and will be available at:

<http://www.census.gov/econ/census02>

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<sup>4</sup> I wish to offer special thanks to the NAPCS subcommittees responsible for the development of the products that form the basis for this proposal. The following individuals played important roles on the subcommittees: United States – Michael Armah; Canada – Shirley Beyer; Mexico - Hector Young Betancourt. I also wish to thank all of the subcommittee members that assisted in this effort.

Appendix 1: 2002 Economic Census Survey Form, NAICS 5615



U.S. DEPARTMENT OF COMMERCE  
Economics and Statistics Administration  
U.S. CENSUS BUREAU

FORM  
**AS-56103**

**2002 ECONOMIC CENSUS**  
**TRAVEL ARRANGEMENT AND RESERVATION SERVICES**

OMB No. 0607-0887; Approval Expires 09/30/2004

**DUE DATE**  
**FEBRUARY 12, 2003**

Mail your completed form to:  
**U.S. CENSUS BUREAU**  
1201 East 10th Street  
Jeffersonville, IN 47134-0001

Please read the accompanying information sheet(s) before answering the questions.

Need help or have questions about filling out this form? Visit our Web site at [www.census.gov/econhelp](http://www.census.gov/econhelp)

Call 1-800-233-6136, between 8:00 a.m. and 8:00 p.m., Eastern time, Monday through Friday.

- OR -

Write to the address above. Include your 11-digit Census File Number (CFN) printed in the mailing address.

AS-56103

**INFORMATION COPY  
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

**YOUR RESPONSE IS REQUIRED BY LAW.** Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ink.
- Do not use pencil.
- Place an "X" inside the box.
- Please center numbers in their respective boxes. Examples:
- Do not put slashes through 0 or 7.

0 1 2 3 4 5 6 7 8 9

The reporting unit for this form is an establishment. An **establishment** is generally a single physical location where business is conducted or where services or industrial operations are performed. For further clarification, see information sheet(s).

**1 MONTHS IN OPERATION** Mark "X" if None

		2002									
		Number of months									
Number of months in operation during 2002 (if none, mark "X" and go to 5B) . . . . .		0002 <input type="checkbox"/>									

**2 EMPLOYER IDENTIFICATION NUMBER**

Is the Employer Identification Number (EIN) shown in the mailing address the same as the one used for this establishment on its latest 2002 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021  Yes      0022  No - Enter current EIN (9 digits) → 0025

**3 PHYSICAL LOCATION**

**A. Is this establishment's physical location the same as shown in the mailing address?**  
(P.O. box and rural route addresses are not physical locations.)

0031  Yes

0032  No - Enter physical location

0035 Number and street			
0036 City, town, village, etc.	0037 State	0038 ZIP Code	

**B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?**

0041  Yes      0042  No      0043  No legal boundaries      0044  Do not know

**C. Type of municipality where this establishment is physically located**

0046  City, village, or borough      0047  Town or township      0048  Other or do not know



56103013

**PENALTY FOR FAILURE TO REPORT**

**CONTINUE ON PAGE 2**

<b>HOW TO REPORT DOLLAR FIGURES</b>	Dollar figures should be <b>rounded</b> to <b>thousands</b> of dollars. If a figure is <b>\$1,025,628.79</b> : If a value is "0" (or less than \$500.00):	Mark "X" if None	2002				
		Report <input type="checkbox"/>	\$ Mil.	Thou.	Dol.		
		Report <input checked="" type="checkbox"/>	1	0	2	6	

  

**4 SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

*Report operating receipts of this establishment*

- Travel agents, ticket offices/agencies, and reservation systems should include commissions or fees, not gross sales.
- Tour operators should include the difference between the selling price of their tours and the amount paid to suppliers.
- Convention, visitor, and tourist information bureaus should report total revenue, including contributions, gifts, and grants.

	Mark "X" if None	2002		
		\$ Mil.	Thou.	Dol.
Operating receipts . . . . . 0100	<input type="checkbox"/>			

  

**5 E-COMMERCE SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

**A.** Did this establishment have any e-commerce sales, receipts, and/or revenue in 2002? (*E-commerce includes sales, receipts, and/or revenue from any transaction completed over an Internet, Extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system. Transactions are agreements between buyers and sellers to transfer ownership of, or rights to use, goods or services. Payment for these goods or services may or may not be made online. Please see the information sheet(s) for further clarification.*)

0181  Yes - Go to line B

0182  No - Go to **6**

	Mark "X" if None	2002		
		Estimates are acceptable		
		\$ Mil.	Thou.	Dol.
<b>B.</b> E-commerce sales, receipts, and/or revenue of this establishment ( <i>Include e-commerce sales, receipts, and/or revenue in 4. Exclude sales taxes.</i> ) . . . . . 0185				

  

**6 EMPLOYMENT AND PAYROLL**

**Include:**

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN) shown in the mailing address or corrected in 2.

**Exclude:**

- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Temporary staffing obtained from a staffing service.

*For further clarification, see information sheet(s).*

**A.** Number of employees for pay period including March 12 . . . . . 0320

	Mark "X" if None	2002		
		Number		

**B.** Payroll before deductions (*Exclude employer's cost for fringe benefits.*)

	Mark "X" if None	2002		
		\$ Mil.	Thou.	Dol.
<b>1.</b> Annual payroll . . . . . 0300	<input type="checkbox"/>			
<b>2.</b> First quarter payroll ( <i>January-March, 2002</i> ) . . . . . 0310	<input type="checkbox"/>			



56103021

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**7** LEASED EMPLOYMENT AND PAYROLL

**A.** Did this establishment have any full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN?

**Exclude:**

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.
- Employees already reported in **6**.

For further clarification, see information sheet(s).

0241  Yes - Go to line B

0242  No - Go to **18**

Mark "X" if None	2002		
	Number		

**B.** Number of leased employees for pay period including March 12. . . . . 0370

**C.** Payroll for leased employees before deductions (Exclude employer's cost for fringe benefits.)

**1.** Annual payroll for leased employees . . . . . 0350

2002		
\$ Mil.	Thou.	Dol.

**2.** First quarter payroll for leased employees (January-March, 2002) . . . . . 0360

Mark "X" if None	2002		
	\$ Mil.	Thou.	Dol.

**8-17** Not Applicable.

**18** KIND OF BUSINESS OR ACTIVITY

Principal kind of business or activity in 2002  
(Mark "X" only ONE box.)

**Travel agencies and tour operators**

0700 561 510 00 12  Travel agencies

561 520 00 10  Tour operators, assembling tour packages and selling directly to travelers or through other travel agencies

**Other travel arrangement and reservation services**

561 599 50 23  Independent ticket agencies, including airline, railroad, bus, theatrical, sports, amusement, and recreation

561 599 60 13  Reservation systems, including airlines, hotels, and restaurants

561 599 60 21  Vacation time share exchange services

561 591 00 14  Convention and visitor bureaus

561 591 00 22  Tourist information bureaus

CONTINUE WITH **18** ON PAGE 4



56103039

**18** KIND OF BUSINESS OR ACTIVITY - Continued

**Other travel arrangement and reservation services - Continued**

0700 561 599 20 12  Automobile clubs

561 599 20 20  Other membership travel clubs

777 560 00 21  Other travel arrangement and reservation services - *Specify* ↴

0701

**Transportation services**

485 320 00 30  Limousine or luxury sedan **with drivers**, excluding scheduled airport shuttle services

485 510 10 38  Bus charter services, local

485 510 20 38  Bus charter services, interstate or interurban

487 110 10 20  Sightseeing bus, trolley, or steam train excursions

487 210 10 11  Scenic and sightseeing, including dinner cruises, excursions, and harbor tours

487 990 10 25  Sightseeing airplanes or helicopters

487 990 20 23  Aerial tramways and cable lifts, scenic or sightseeing

488 510 10 65  Freight forwarding services

488 510 20 63  Shipping agents or brokers

777 560 00 62  Other transportation services - *Specify* ↴

0701

488 510 20 89  Other freight brokers or arrangers - *Specify* ↴

0701

**Other kind of business or activity**

773 000 00 10  Other kind of business or activity - *Specify* ↴

0701

**19** CLASS OF CUSTOMER

*Estimate the percentage of receipts (reported in 4) by class of customer.*

		2002	
		Whole percent of receipts	
1. Individuals (Include receipts from individually owned businesses on lines 2 and 3 as appropriate.) . . . . .	3100		%
2. Travel agencies and other resellers . . . . .	3110		%
3. All other business firms, farms, and not-for-profit organizations . . . . .	3103		%
4. Federal government . . . . .	3105		%
5. State and local governments . . . . .	3106		%
6. <b>TOTAL</b> (Sum lines 1 through 5) . . . . .		1 0 0	%



56103047

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

20-21 Not Applicable.

HOW TO REPORT PERCENTS

If figure is 38.76% of total sales:

Report whole percents

2002			
Estimates are acceptable. Report dollars OR percents.			
\$ Mil.	Thou.	Dol.	Percent
			3 9

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

(Report receipts by source either as a dollar figure or as a whole percent of total receipts (reported in 21). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above. Do not combine data for two or more receipts lines.)

- Line 1** - Report commissions and fees from the sale of passenger transportation, cruises, lodging, car rentals, and event tickets. For packaged tours, report the difference between the selling price of tours (wholesale or retail) and the amount paid to suppliers.
- Line 1j** - Report receipts from provision of access to computerized database and reservation systems.
- Line 1k** - Report receipts from provision of computerized hosting services for posting the travel information of travel providers in computerized reservation systems databases.
- Line 2a** - Report the difference between the selling price of tours (wholesale or retail) and the amount paid for the individual components of the package.
- Line 2b** - Report receipts from trip planning, including assembling travel information, advice and plans.
- Line 3** - For lines 3a, 3b, 3c, and 3d, report receipts or allocate appropriations or tax revenue to the services supported.
- Line 3a** - Report receipts from provision of assistance to clients in locating meeting space, preparing and gathering customized proposals, checking hotel availability, arranging escorted site inspections of the venues and providing meeting planner guides, web site access or other reference materials with destination details. This includes negotiating special group rates for lodging.
- Line 3b** - Report receipts from services providing registration personnel with local residents who know the city, ensuring that clients meet necessary professionals within the local market, assisting clients in scheduling shuttle services, limo pickups for VIPs and any special assistance needed for handicapped attendees.
- Line 4b** - Report receipts from provision of time-share exchange services to owners of time-share units.
- Line 4c** - Report receipts from provision of information to condominium time-share developers regarding standards and amenities required to make time-shares exchangeable, including advice in the creation of sales contracts and training sessions for the sales staff.

Description of sales, shipments, receipts, or revenue	Cen- sus use	2002			
		Estimates are acceptable. Report dollars OR percents.			
		\$ Mil.	Thou.	Dol.	Percent
0723	0720	0721			0722
<b>1. Reservation services, including commissions and fees from the sale of passenger transportation, lodging, and other travel services</b>					
a. Airline seats, international travel	37911				
b. Airline seats, domestic travel	37912				
c. Rail seats	37913				
d. Vehicle rental	37914				
e. Cruises	37915				
f. Lodging	37916				
g. Packaged tours	37917				
h. Event tickets	37918				
i. Other services, including ferry, bus, and airport shuttle	37919				

CONTINUE WITH 22 ON PAGE 6

CONTINUE ON PAGE 6



56103054

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued					
Description of sales, shipments, receipts, or revenue	Cen- sus use	2002			
		Estimates are acceptable. Report dollars OR percents.			
		\$ Mil.	Thou.	Dol.	Percent
0723	0720	0721		0722	
<b>1. Reservation services, including commissions and fees from the sale of passenger transportation, lodging, and other travel services - Continued</b>					
j. Subscription fees for use of computerized reservation system . . . . .	37921				
k. Travel data warehousing services . . . . .	37922				
<b>l. Sum lines 1a through 1k . . . . .</b>	<b>37910</b>				
<b>2. Other travel arrangement services</b>					
a. Packaged tours, including arranging, assembling, and marketing tour packages to travel agents, tour wholesalers, and/or individuals					
<b>(1) International . . . . .</b>	<b>37931</b>				
<b>(2) Domestic . . . . .</b>	<b>37932</b>				
<b>(3) Reselling tours acquired from other tour operators . . . . .</b>	<b>37933</b>				
<b>(4) Sum lines 2a(1) through 2a(3) . . . . .</b>	<b>37930</b>				
b. Trip planning, including assembling travel information, advice, and plans . . . . .	37940				
c. Commission or fees from sale of travel insurance . . . . .	37950				
d. Sale of travel accessories and other travel related merchandise . . . . .	37960				
e. Fees received for obtaining travel documents for customers . . . . .	37970				
f. Fees received for sale of travelers checks . . . . .	37980				
g. Fees received for foreign exchange services . . . . .	37990				
h. Fees from wire transfer services of currencies . . . . .	38000				
i. Sale of corporate travel management software . . . . .	38010				
j. Other travel arrangement services, including cellular phone service and emergency travel services . . . . .	38020				
<b>3. Services provided to support conventions and promote tourism, including services funded through local appropriations or tax receipts</b>					
a. Pre-convention organizational services . . . . .	38030				
b. Convention support services . . . . .	38040				
c. Visitor information and sightseeing tour services . . . . .	38050				
d. Research service on tourism . . . . .	38060				



56103062

CONTINUE WITH 22 ON PAGE 7

CONTINUE ON PAGE 7

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	Cen- sus use	2002			
		Estimates are acceptable. Report dollars OR percents.			
		\$ Mil.	Thou.	Dol.	Percent
0723	0720	0721			0722
<b>4. Other services</b>					
a. Automobile clubs, road and travel services - dues and fees from members	38070				
b. Condominium time-share exchange services . . . . .	38080				
c. Consulting services for time-share developers, including information regarding standards and amenities to make time-shares exchangeable . . .	38090				
<b>5. All other operating receipts - Specify if more than 10 percent of total receipts</b> ↴					
	38653				
<b>6. TOTAL OPERATING RECEIPTS - Sum of lines should equal <b>4</b> if reporting in dollars</b> . . . . .	39690				1 0 0

**23-24** Not Applicable.

**25** EXPORTED SERVICES

**NOTE** - An exported service is a service performed for a customer or client (individual, government, business establishment, etc.) located **outside** the United States (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. Services provided to domestic subsidiaries of foreign firms are excluded.

**A.** Did the receipts or revenue (reported in **4**) include any amounts for exported services?

- 0911  Yes - Go to line B
- 0912  No

2002		
\$ Mil.	Thou.	Dol.

**B.** Amount of receipts or revenue for exported services. . . . . 0914

**26** SPECIAL INQUIRIES

SUPPORT SERVICES

Was this establishment primarily engaged in providing management, administrative, or support services to other establishments of the same company (rather than for the general public or other business firms) in 2002?

- 0998  Yes
- 0999  No

**27-28** Not Applicable.



56103070



**29 OPERATIONAL STATUS**  
 Activity that best describes this establishment's status at the end of 2002  
 (Mark "X" only ONE box.)

0011 <input type="checkbox"/> In operation	0014 <input type="checkbox"/> Ceased operation - Give date at right →	0018	Month	Day	Year
0013 <input type="checkbox"/> Temporarily or seasonally inactive	0015 <input type="checkbox"/> Sold or leased to another operator - Give date at right AND enter new name and mailing address below ↴				

0060 Name of new owner or operator	0061 Employer Identification Number
	Enter EIN of new owner (9 digits) →
0062 Mailing address (number and street, P.O. Box, etc.)	
0063 City, town, village, etc.	0064 State   0065 ZIP Code

Remarks (Please use this space for any explanations that may be essential in understanding your reported data.)

**30 CERTIFICATION** - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

0078  Yes    0079  No - Enter time period covered →

FROM	Month	Year	TO	Month	Year
0070			0071		

0072 Name of person to contact regarding this report

0073 Title

Telephone	Area code	Number	Extension	Fax	Area code	Number
0074				0075		

0076 Internet e-mail address

Date completed

Month	Day	Year
0069		



56103088

**Thank you for completing your 2002 Economic Census form.**  
**PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

## Appendix 2: NAPCS Product List for Travel Arrangement and Reservation Services

8 Industry Subject Area	2 Subcom mittee Code	3 Trilateral Detail	4 5 6 Product National Detail			7 English Title	English Definition	8 17 18 19 Trilateral Product exists in			20 21 22 NAICS - Industries providing the product		
			Can.	Mex.	US.			Can.	MeX.	US.	Can.	Mex.	US.
5615	1.0					Travel arrangement and reservation services	Provision of advice and assistance to travelers (U.S.)travellers(CAN) for arranging and reserving travel and/or lodging. Travel agents act as sales or referral agents (paid by commissions, fees, or a combination thereof) for transportation, tour, and lodging providers. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning	X	X	X	561510 561520 561590	561510 561520 561590	561510 561520 561591 561599
5615	1.1					Reservation services	As sales or referral agents for transportation, tour, or lodging providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving travel and lodging. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best choice to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the service provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561520 561590	561510 561520 561590	561510 561520 561591 561599
5615	1.1.1					Reservation service for passenger transportation	As sales or referral agents for transportation providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving passenger transportation. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the service provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561520 561590	561510 561520 561590	561510 561520 561591 561599
5615	1.1.1.1					Reservation service for airline seats	As sales or referral agents for airlines, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving airline seats. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the airline. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561520 561590	561510 561520 561590	561510 561520 561591 561599
5615	1.1.1.1.1	X				Reservation service for airline seats, international travel	As sales or referral agents for airlines, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving airline seats for international destinations. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best international airline fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the airline. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510
5615	1.1.1.1.2	X				Reservation service for airline seats, domestic travel	As sales or referral agents for airlines, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving airline seats for domestic destinations. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best domestic airline fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the airline. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510

8 Industry Subject Area	2 Subcom mittee Code	3 Trilateral Detail	4 5 6 Product National Detail			7 English Title	English Definition	8 17 18 19 Trilateral Product exists in			20 21 22 NAICS - industries providing the product		
			Can.	Mex.	US.			Can.	MeX.	US.	Can.	Mex.	US.
5615	1.1.1.2	X				Reservation service for bus seats and airport shuttle services	As sales or referral agents for bus transportation providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving bus and/or airport shuttle transportation. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the bus and/or airport shuttle provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510
5615	1.1.1.3	X				Reservation service for rail seats	As sales or referral agents for rail transportation providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving rail seats. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the rail provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510
5615	1.1.1.4	X				Reservation service for vehicle rental	As sales or referral agents for vehicle rental providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving rental vehicles. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best choice to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of vehicle reservation tickets/vouchers on behalf of the vehicle rental provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561520	561510 561520	561510 561520
5615	1.1.1.5					Reservation service for cruises	As sales or referral agents for cruise providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving cruises. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the cruise provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510
5615	1.1.1.5a	X				Reservation service for cruises of one day or less	As sales or referral agents for cruise providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving cruises of one day or less. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the cruise provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510
5615	1.1.1.5b	X				Reservation service for cruises of more than one day	As sales or referral agents for cruise providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving cruises of more than one day. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the cruise provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510

8 Industry Subject Area	2 Subcom mittee Code	3 Trilateral Detail	4 5 6 Product National Detail			7 English Title	English Definition	8 17 18 19 Trilateral Product exists in			20 21 22 NAICS - Industries providing the product		
			Can.	Mex.	US.			Can.	MeX.	US.	Can.	Mex.	US.
5615	1.1.1.6	X				Reservation service for ferry transportation	As sales or referral agents for ferry service providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving space on ferries. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best fare to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of tickets on behalf of the ferry service provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561590	561510 561590	561510 561599
5615	1.1.2					Lodging reservation service	As sales or referral agents for lodging providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving lodging. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best choice to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of confirmation tickets/vouchers on behalf of the lodging providers. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561520	561510 561520	561510 561520
5615	1.1.2.1	X				Lodging reservation service, international travel	As sales or referral agents for international lodging providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving lodging for international travel. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best choice to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of confirmation tickets/vouchers on behalf of the international lodging service provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510
5615	1.1.2.2	X				Lodging reservation service, domestic travel	As sales or referral agents for domestic lodging providers, travel agents assist travelers (U.S.)travellers(CAN) by arranging and reserving lodging for domestic travel. Services may include obtaining travelers' (U.S.)travellers' (CAN) requirements, advising on alternatives, searching for the best choice to meet the travelers' (U.S.)travellers' (CAN) needs, and issuing of confirmation tickets/vouchers on behalf of the domestic lodging provider. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510

8 Industry Subject Area	2 Subcom mittee Code	3 Trilateral Detail	4 5 6 Product National Detail			7 English Title	8 English Definition	17 18 19 Trilateral Product exists in			20 21 22 NAICS - Industries providing the product		
			Can.	Mex.	US.			Can.	Mex.	US.	Can.	Mex.	US.
5615	1.1.3					Reservation service for packaged tours	As sales or referral agents for tour operators, travel agents assist travelers (U.S.)travellers(CAN) by reserving pre-packaged and customized tours. Services may include transportation tickets and accommodation reservations and/or reservations for meals and/or tickets for activities/attractions. These services may also include local sightseeing tours, foreign language study packages, escorted and unescorted tours. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561520 561590	561510 561520 561590	561510 561520 561599
5615	1.1.3.1					Reservation service for pre-packaged tours	As sales or referral agents for tour operators, travel agents assist travelers (U.S.)travellers(CAN) by reserving pre-packaged tours. Services may include transportation tickets and accommodation reservations and/or reservations for meals and/or tickets for activities/attractions. These services may also include local sightseeing tours, foreign language study packages, escorted and unescorted tours. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561590	561510 561590	561510 561599
5615	1.1.3.1a	X				Reservation service for pre-packaged tours, international travel	As sales or referral agents for tour operators, travel agents assist travelers (U.S.)travellers(CAN) by reserving pre-packaged tours for international travel. Services may include transportation tickets and accommodation reservations and/or reservations for meals and/or tickets for activities/attractions. These services may also include local sightseeing tours, foreign language study packages, escorted and unescorted tours. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510

8 Industry Subject Area	2 Subcom mittee Code	3 Trilateral Detail	4 5 6 Product National Detail			7 English Title	English Definition	8 17 18 19 Trilateral Product exists in			20 21 22 NAICS - Industries providing the product		
			Can.	Mex.	US.			Can.	MeX.	US.	Can.	Mex.	US.
5615	1.1.3.1b	X				Reservation service for pre-packaged tours, domestic travel	As sales or referral agents for tour operators, travel agents assist travelers (U.S.)travellers(CAN) by reserving pre-packaged tours for domestic travel. Services may include transportation tickets and accommodation reservations and/or reservations for meals and/or tickets for activities/attractions. These services may also include local sightseeing tours, foreign language study packages, escorted and unescorted tours. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561510	561510	561510
5615	1.1.3.2	X				Customized tour package service	Organization and arrangement of customized tour package for individuals or groups with special interests (e.g., adventure, sports, holidays, conventions, or education tours), escorted or unescorted. As sales or referral agents for transportation, lodging and other travel-related service providers or for tour operators, travel agents may assist travelers (U.S.)travellers(CAN) in arranging and reserving the many various individual services necessary to assemble a customized tour package. Travel services for which fees are paid directly by travelers (U.S.)travellers (CAN) are included in trip planning and other travel-related services.	X	X	X	561510 561520	561510 561520	561510 561520
5615	1.1.4	X				Event ticket sales and reservation services	As sales or referral agents for event producers, travel agents or ticket service providers assist consumers in acquiring tickets and/or reservations for attendance at theatrical performances, concerts, sporting events, amusement and theme parks. Services may also include arranging for and reserving ground transportation and overnight accommodation. Travel services for which fees are paid directly by travelers (U.S.)travellers(CAN) are included in trip planning and other travel-related services.	X	X	X	561590	561590	561599
5615	1.1.5	X				Computerized reservation system services	Provision of access to computerized database and reservation systems. These services are used by travel professionals and other businesses to research, compare, and plan travel itineraries and to make associated travel, lodging, and other reservations. Services are provided on a subscription fee basis that varies with level of database usage by client.	X		X	561590	561590 (Si el producto existiera)	561599
5615	1.1.6	X				Travel data warehousing services	Provision of computerized hosting services for mounting travel information of travel providers on computerized reservation systems databases.	X		X	561590	561590 (Si el producto existiera)	561599
5615	1.2	X				Trip planning services	Provision of assistance to travelers (U.S.)travellers(CAN) by assembling travel information, advice and travel plans on a fee basis. Includes ticket issuing fees and other fees paid directly to travel agents by travelers (U.S.)travellers (CAN).	X	X	X	561510 561590	561510 561590	561510 561599
5615	1.2.1		X		X	Trip planning services, business travel	Provision of assistance to travelers (U.S.)travellers(CAN) by assembling travel information, advice and travel plans for business travel on a fee basis. Includes ticket issuing fees and other fees paid directly to travel agents by	X		X	561510 561590	561510 561590 (Si el producto existiera)	561510 561599

8 Industry Subject Area	2 Subcom mittee Code	3 Trilateral Detail	4 5 6 Product National Detail			7 English Title	English Definition	8 17 18 19 Trilateral Product exists in			20 21 22 NAICS - Industries providing the product		
			Can.	Mex.	US.			Can.	MeX.	US.	Can.	Mex.	US.
5615	1.2.2		X		X	Trip planning services, leisure travel	Provision of assistance to travelers (U.S.)/travelers(CAN) by assembling travel information, advice and travel plans for leisure travel on a fee basis. Includes ticket issuing fees and other fees paid directly to travel agents by leisure travelers (U.S.)/travelers (CAN).	X		X	561510 561590	561510 561590 (Si el producto existiera)	561510 561599
5615	2.0					Packaged tours	Arranging, assembling, and marketing tour packages, including customized group tour packages, to travel agents, tour wholesalers or individuals, which may include any or all of the following: transportation, tourist visas, lodging and hotel transfers, with or without other services, such as activities, cruises, attractions and meals. City sightseeing tours are included here.	X	X	X	561520 561510	561520 561510	561520 561510
5615	2.1					Pre-packaged tours	Arranging, assembling, and marketing tour packages to travel agents, tour wholesalers or individuals, which may include any or all of the following: transportation, tourist visas, lodging and hotel transfers, with or without other services, such as activities, cruises, attractions and meals. City sightseeing tours are included here.	X	X	X	561520	561520	561520
5615	2.1a	X				Pre-packaged tours, international travel	Arranging, assembling, and marketing tour packages for international travel to travel agents, tour wholesalers or individuals, which may include any or all of the following: transportation, tourist visas, lodging and hotel transfers, with or without other services, such as activities, cruises, attractions and meals. City sightseeing tours are included here.	X	X	X	561520	561520	561520
5615	2.1b	X				Pre-packaged tours, domestic travel	Arranging, assembling, and marketing tour packages for domestic travel to travel agents, tour wholesalers or individuals, which may include any or all of the following: transportation, tourist visas, lodging and hotel transfers, with or without other services, such as activities, cruises, attractions and meals. City sightseeing tours are included here.	X	X	X	561520	561520	561520
5615	2.2					Customized group tour packages	Services of assembling, organizing, and reserving custom packages for groups of people with a common interest (e.g., sports, culture, adventure, religion, education, conferences and conventions). May include negotiating special rates for: airline, rail or bus seats, lodging, local sightseeing tours, meals, greens fees at golf clubs, and contracting for specialized communications.	X	X	X	561520 561510	561520 561510	561520 561510
5615	2.2a	X				Customized group tour packages, international travel	Services of assembling, organizing, and reserving custom packages for international travel for groups of people with a common interest (e.g., sports, culture, adventure, religion, education, conferences and conventions). May include negotiating special rates for: airline, rail or bus seats, lodging, local sightseeing tours, meals, greens fees at golf clubs, and contracting for specialized communications.	X	X	X	561520 561510	561520 561510	561520 561510

8 Industry Subject Area	2 Subcom mittee Code	3 Trilater al Detail	4 5 6 Product National Detail			7 English Title	English Definition	8 17 18 19 Trilateral Product exists in			20 21 22 NAICS - Industries providing the product		
			Can.	Mex.	US.			Can.	MeX.	US.	Can.	Mex.	US.
5615	2.2b	X				Customized group tour packages, domestic travel	Services of assembling, organizing, and reserving custom packages for domestic travel for groups of people with a common interest (e.g., sports, culture, adventure, religion, education, conferences and conventions). May include negotiating special rates for airline, rail or bus seats, lodging, local sightseeing tours, meals, greens fees at golf clubs, and contracting for specialized communications.	X	X	X	561520 561510	561520 561510	561520 561510
5615	2.3	X				Pre-packaged tour reselling service	Resale of pre-packaged tours acquired from other tour operators to travel agents, tour operators, and/or individuals.	X	X	X	561520	561520	561520
5615	3.1	X				Convention planning and assistance services	Provision of assistance to clients in locating meeting space, preparing and gathering customized proposals, checking hotel availability, arranging escorted site inspections of the venues and providing meeting planner guides, web site access or other reference materials with destination details. This includes negotiating special group rates for lodging.	X	X	X	561590	5619 9313 5615 (Si el producto existiera)	561591
5615	3.2	X				Visitor information and sightseeing tour service	Provision of information (including sightseeing tour information) to visitors or potential visitors about their destination area through brochures and by personal consultation. This includes such items as helping a group or association locate restaurants for its members, as well as promoting and marketing of destinations.	X	X	X	561590	5619 9313 5615 (Si el producto existiera)	561591
5615	3.3	X				Training workshops in tourism and related subjects	Workshops offered to businesses and individuals to assist in tourism marketing and convention servicing. May also include more general subjects.	X		X	561590	561590 (Si el producto existiera)	561591
5615	3.4	X				Convention support services	Provision of registration personnel with locals who know the city. Ensures that clients meet florists, photographers, and other necessary professionals within the local market. Assist clients in scheduling shuttle services, limo pickups for VIPs, and any special assistance needed for handicapped attendees.	X	X	X	561590	5619 9313 5615 (Si el producto existiera)	561591
5615	3.5	X				Research service on tourism	Conducts research on economic impact studies of tourism (e.g., how much money was generated for a city by bringing in visitors, conventioners). Conducts visitor profile studies (i.e., who visits and why they visit a particular city). Service is used by CVBs to evaluate marketing efforts.	X	X	X	561590	5619 9313 5615 (Si el producto existiera)	561591
5615	3.6	X				Automobile club memberships, road and travel services	Sale of automobile club memberships and provision of services to members on a fee or commission basis. Services includes emergency road service, trip planning, guidebook and map supply, and negotiating discounts for accommodations, attractions, and other services to members.	X	X	X	561590	5615 813230	561599



8 Industry Subject Area	2 Subcom mittee Code	3 Trilateral Detail	4 5 6 Product National Detail			7 English Title	English Definition	8 17 18 19 Trilateral Product exists in			20 21 22 NAICS - industries providing the product		
			Can.	Mex.	US.			Can.	MeX.	US.	Can.	Mex.	US.
5615	3.7	X				Condominium time-share exchange services	Provision of services to owners of time-share units. These services may include informational materials (e.g., catalogues and magazines describing available inventory of time-share units for exchange or rental), search and reservation service to facilitate exchanges between owners for specific locations and time, on fee basis, and booking of extra time for a rental fee.	X	X	X	561590	561590	561599
5615	3.8	X				Condominium time-share services for land developers	Provision of information to condominium time-share developers regarding standards and amenities required to make time-shares exchangeable, as well as advice and expertise in creation of documents for sales contracts. This includes the provision of training sessions to time-share developers' sales staff.	X	X	X	561590	561590	561599
5615	4.0					Related Services	Services related to travel that are provided by travel arrangement and reservation service establishments as secondary products, on a fee for service basis.	X	X	X	561510 561590 561599 517210 52232 52239 52313 5241 54151 44-45	5615 561510 561590 561990 517212 5232 522 52313 523122 5241 54151 44-45	561510 561599 561990 517212 5232 5239 52313 5241 54151 44-45
5615	4.1	X				Travel insurance service	As sales or referral agents for insurance providers, travel agents assist travelers (U.S./travellers(CAN)) by arranging and reserving their travel insurance.	X	X	X	561510 561590 5241	561510 561510 (Si el producto existiera) 561590 (Si el producto existiera)	561510 561599 5241
5615	4.2	X				Resale of travel accessories and other merchandise	Merchandise offered includes a variety of travel-related items such as suitcases, first-aid kits, money belts, travel books, magazines, maps, and souvenirs.	X	X	X	5615 44-45	46 5615 (Si el producto existiera)	5615 44-45
5615	4.3	X				Travel document service	Provision of personal assistance to clients in acquiring passport photographs, visas and other travel related documents, for a fee.	X	X	X	561510 561590 56199	561990 561510 (Si el producto existiera) 561590 (Si el producto existiera)	561510 561599 561990
5615	4.4	X				Travelers check (U.S./cheque (CAN) service	Provision of travelers' (U.S./travellers' (CAN)) cheques for travelers (U.S./travellers(CAN)), while acting as sales or referral agents for travelers' (U.S./travellers' (CAN)) cheque issuing institutions.	X	X	X	561510 561590 52239	561510 522 523122	561510 561599 52239
5615	4.5	X				Foreign exchange services	Provision of currency exchange services including a wide variety of foreign exchange trading transactions on the agency's own account to enable services to clients for changing money into international currencies needed at their destinations. May also include the sales of precious metals, bullion (gold, silver and platinum).	X	X	X	561510 52313	561510 522110 523122	561510 52313
5615	4.6	X				Wire transfer services of currencies	As sales or referral agents for wire service providers, travel agents assist consumers by transmitting monies to third parties.	X	X	X	561510 52232	522110 523122 561510 (Si el producto existiera)	561510 52232
5615	4.7	X				Cellular phone service	Provision of telecommunication services to clients while in travel status, on a fee basis. This service may be included in the total travel package.	X	X	X	561510 561590 517210	517211 561510 (Si el producto existiera) 561590 (Si el producto existiera)	561510 561599 517212
5615	4.8	X				Corporate travel management software	Services to business clients for travel management information systems, automated expense accounting systems, automated booking systems, credit card reconciliation systems, TAN (Travel Authority Number) systems, including software and reports, printed, on diskettes and on other media.	X	X	X	561510 54151	541510 561510 (Si el producto existiera)	561510 54151

8 Industry Subject Area	2 Subcom mittee Code	3 Trilater al Detail	4 5 6 Product National Detail			7 English Title	English Definition	8 17 18 19 Trilateral Product exists in			20 21 22 NAICS - Industries providing the product		
			Can.	Mex.	US.			Can.	MeX.	US.	Can.	Mex.	US.
5615	4.9	X				Emergency travel services	Services for traveling clients may include provision of assistance such as medical, legal, dental, consular services, or air ambulance services. These are usually accessible on a 24-hour basis by telephone using a 1-800 number.	X		X	561510 561590	561510 561590 (Si el producto existiera)	561510 561599