BIENVENUE QUÉBEC
2025

BUYER'S PROFILES

Type of company

F.I.T.....26 %
Motorcoah Operator.....6 %
Online Tour Operator.....11 %
Online Travel Agency.....12 %
Receptive.....45 %
Tour Operator.....40 %
Travel Agency.....37 %

Point of origin of the company

Maritimes.....2 %
Ontario.....18 %
Other countries.....10 %
Prairies.....1 %
Québec.....44 %
United States.....15 %
Western Canada.....10 %

SELLER'S PROFILES

Type of company

Accomodation.....35 %
Attraction.....41 %
Carrier.....5 %
Catering.....11 %
Destination.....19 %
Tourism Offices.....11 %

Point of origin of the company

Maritimes.....5 %
Ontario.....12 %
Québec.....78 %
United States.....5 %

Attendance goals

Maintain existing relationship.....95 %
Make first contact.....91 %
Make agreements on the spot.....21 %
Present your rates.....29 %
Securing contracts for 2025.....28 %