

№	Tour Operator	Short Information about TO	Website	Phone	E-mail	Contact Person	Result	Comment
1	Ale***	The company was founded in 2002 and belong to the Greek DMC company, *** based in Thessaloniki. The main destination is Greece. They also have tours for pilgrims and real estate offers in Greece. The office in Moscow also operate for such destinations, as Cyprus, Italy, Spain, Thailand, UAE. The general director is ***	***	+7 (499) 251 ****	***	Svetlana ***, Head of Tourism Department	General Interest	The company is focused on FIT and pilgrim tours. They have allotments only for ***. For the moment, they sell *** only by request, on FIT basis. They have no intention till now to work more with *** neither this season, not the next one. If they have request for ***, they write to their DMC, and they give options for the hotels. In general they are very interested in direct contract with ***, but will be glad to get more information about the proposed hotels.
2	Sol***	The company was founded in 1993. Their main destination for many years was Bulgaria (because of mother DMC company), later Greece. Also they have strong positions in Baltic countries and Russia (domestic tours), especially for youth and children (camps).	***	+7 (495) 956 ****	***	Svetlana ***, Director of Commerce	Interested in Cooperation and Meeting	This season the company changed the strategy and decided not to take any guarantee for ***. In 2017 they sell mostly ***. To *** they send only on request. In fall 2017, they think to take the decision concerning the flight program to *** in 2018, since they want to recover this destination for their company. They would like to meet with ***, but depend on the dates - the general director will be out of the office since middle of May till end of May, the director of commerce is not sure if will b win the office. So, they want to meet, but ask to confirm the dates. They asked to send the commercial proposal to *** which will be considered on a later stage.
3	Pan***	The company was founded in 1992 by ***. The main destination is Greece. They also operate for India, Indonesia, Armenia, Georgia, Cyprus, Mauritius, Maldives, UAE, Sri-Lanka. The company works mostly on FIT basis, sometimes they take guarantees on hotels and flights. They sell middle class and upper class product. The company has two offices in Moscow, one for operating, the second for direct clients.	***	+7 (495) 956 **** (ext. 123)	***	Anastasia ***, *** Destination Manager	Interested in Cooperation and Meeting	Recently they sell ***, but only *** hotels with regular flights through ***. If S7 will keep their flight program, they will send these flights as well. They are not willing to take any blocks of seats to ***, since there are only two Russian TO who have these seats with whom they do not want to cooperate. Then, the next problem is the absence of a good DMC company on ***. They appreciate if *** will start working with them directly, they are ready to sign an agreement and to sell with regular flights through *** and with direct flights of S7. They will be glad to meet the management of *** in May.
4	Vil***	The company was founded in 1996. The central office is in Greece, in Thessaloniki. The Greek DMC company has its own buses, mini-vans, cars, as well as some small hotels and apartments. The main and only destination for the Russian TO is Greece. The offices are located in Moscow, Saint-Petersburg, Yekaterinburg, as well as in Kiev and Minsk.	***	+7 (495) 744 ****	***	Larisa ***, General Director	Interested in Cooperation and Meeting	Recently they do not sell ***, the main destination is *** where they have their own accommodation and transportation. But they are are willing to consider *** as one more destination depending on the price policy. If the accommodation prices are high, it does not make sense for them to make packages with regular flights, it will be expensive. If accommodation rates will suit them, and S7 will keep flights, they are ready to calculate tour packages and download to online system for selling even in 2017. They are ready for meeting and discussion, but previously they would like to get an offer and see the rates.
5	Dev***	The company was founded in 1992. Th main destinations are Austria, Slovenia, France, Poles, UAE etc., as well as Greece. The company works mostly with FIT clients. According to the experts, sometimes they have blocks of seats and rooms, but in small amounts. TO has 5 offices (sales points) in Moscow, and authorised agencies in Saransk, Nizhnii Novgorod, Tver, Yaroslavl.	***	+7 (495) 215 **** (ext. 104)	***	Elena ***, Head of *** Department	Interested in Cooperation and Meeting	For ***, they mostly work with two DMC, *** (mostly), so they sell all tours to *** which *** has. Within the discussion Elena, manager of ***, mentioned, that they sell even package tours to ***, but we could not find them in their online system. Although they are interested in cooperation and ready to meet.
6	Art***	The company was founded in 1992. The main destination is UAE where they have very strong positions on the market, especially for VIP clients and FIT (in 2011 they have opened their own DMC in Dubai). Since 1994 they also operate on Indian ocean destinations and Greek islands. Since 2009 they operate on Latin America, South-Eastern Asia, and organise individual tours to Europe.	***	+7 (495) 980 ****	***	Julia ***, Head of European Department (responsible for ***)	General Interest	Recently they sell package tours to *** and *** with flights on regular airlines and hotels offered by DMC. On *** they sell only *** hotels with regular flights and S7. They are ready to consider an offer from ***. They are ready to cooperate directly, but it depends on the price. They would like to get the price offer by email and to compare the rates with the rates from DMC to take the final decision. They will be able to answer about the possibility for meeting after they get rates.

7	Ic***	The company was founded in 1992. They have more than 20 destinations, among them Greece. They mostly work with FIT, but also have blocks of seats on some destinations. They have 3 sales points on Moscow, as well as authorised agencies in regions.	***	7 (495) 748 ****	***	Dmitry ***, Director of Commerce	Interested in Cooperation and Meeting	They sell *** only on request, only *** and only with regular flights. They have blocks of seats for *** and ***. In general, they are interested in cooperation and ready for meeting.
8	Pa***	Main destinations are Italy and France. Its is also a specialist for Europe (sightseeing) and Scandinavia (avia tours, sightseeing, ferries). Tour operator is the leader for cruises (general representative for MCS) and ski holidays on the Russian market. They have service offices in 19 cities of Russia, and the representative office in Italy. Tour operator has its own club system, ***, for family holidays in some European resorts.	***	7 (495) 933 **** (ext. 379)	***	Eugene ***, Head of *** Department	Interested in Cooperation and Meeting	The company has rooms on guarantee in ***, ***, and ***. *** is sold on request, mostly individual bookings. They would like to work with *** as destination, but think that *** had bad reputation among tourists because of migrants. They really want to meet, and are ready to work directly.
9	Rus***	The company is oriented on many destinations (about 50), offering individual tours or on request, or in small groups.	***	+7 (495) 925 **** (ext. 134)	***	Olga ***, Head of *** Department	No Interest	Recently the company has guaranteed seats on flights to ***, ***, and ***. All bookings are made through ***. They do not sell and do not plan selling in future ***. There is no interest in cooperation.
10	Dsb***	The company was founded in 1991. For many years, the company was considered as one of the leaders for Scandinavia, and Italy (sightseeing), as well as one of the leaders for Europe (mostly sightseeing tours). They have their own buses for sightseeing tour to Europe. They also work with beach destinations, mostly, on individual basis.	***	+7 (495) 139 **** (ext.0929)	***	Svetlana ***, Head of *** Department	General Interest	*** is not the main and priority destination for them. There are blocks of seats only on some *** destinations in high season. Mostly they sell *** on regular flights as sightseeing destination. They would like to get an offer by email. They are ready to cooperate, but only on request for individual bookings. They are ready to look at 57 flights to *** for individual bookings. They are not ready for a meeting, since the general director is on holidays till middle of may. But they insist to get an offer by email.
11	Act***	The new company organised in 2015, which belongs to ***. Greece is the main destination. The sales managers and marketing team is partly from ***, partly from ***. In addition to Greece, they also operate on such destinations as Armenia, Georgia, Israel, Sri-lanka, etc.	***	+7 (495) 151 ****	***	Marina ***, Director of Commerce	Interested in Cooperation and Meeting	They have rooms on guarantee through their DMC in *** and ***, as well as seats on Vim Avia. Because of very good experience, they try to sell not only package tours, but also to make individual bookings for all destinations of Greece. They are interested in cooperation and ready to meet.
12	Van***	Tour operator was founded in 1993. The company is considered as one of the leaders for individual destinations, offering tailor-made tours, as well as packages. They operate probably on the biggest number of destinations, including such exotic as Arctic, Jamaica and Ecuador.	***	+7 (495) 780 ****	***	Natalia ***, Director of Central Office	No Interest	For recent moment they sell all destinations of ***, both tour packages and individual bookings. They work either through online booking systems, or through DMC (***, *** etc.). They are not interested in direct cooperation with hotels, since they do not want to take case about visas, invitations, transfers, and services on spot. They prefer to work with DMC who takes care about such questions. There is no interest in meeting and cooperation.
13	Ka***	Tour operator was founded in 1997. It operates on many destinations, mostly on individual basis. It is rather strong on cruises, working with almost all cruise companies presented in Russia. The tour operator is also strong in MICE.	***	+7 (495) 580 **** (ext.1402)	***	Anastasia ***, Destination Manager for *** and ***	No Interest	Recently they sell only *** Hotels on ***, but till now they had only one request for *** for this season. Since there is no interest from tourists, they do not plan to develop this destination. Their clients mostly ask for *** and ***. They do not have any rooms or seats on guarantee. There is no interest in cooperation, they do not want to meet.
14	An***	The company works on the Russian market since 1996, and is one of 10 biggest tour operators in Russia. They operate almost on all mass tourism destinations (about 20). They have big number of retailers as other big tour operators.	***	+7 (499) 654 ****	***	Oxana ***, Destination Manager for ***	General Interest	For the moment, they sell tour packages only to *** and ***. They have its own incoming company with an office in *** (as well as in ***), which is responsible for contracting with hotels. It might be the best year they would start selling ***, but this question shall be answered by their DMC in *** (office in ***).
15	So***	Tour operator was founded in 1989 as operator for individual tours. Till now they specialise on individual bookings almost on all popular and less known destinations. They are strong on VIP tours and tailor-made tours, as well on MICE. They were one of the first who started offering wedding tours. They have 4 offices in Moscow, three of them in city centre, one in very prestigious area of Moscow region Roublevka.	***	+7 (495) 933 ****	***	Anna ***, Marketing Manager	General Interest	For the moment, they sell many destinations, but prefer not to work directly with hotels. In ***, they work directly with *** Hotels, but usually bookings go through DMC (***, ***). They are ready to consider the possibility for cooperation with ***, but first they would like to get hotels' presentation by email. Only after that they will take decision about the possible meeting.

16	Am***	Tour operator works on the Russian market since 1996, founded by ***. Till 2014, it worked mostly as the sales point for individual customers. After 2014 when many Russian tour operators bankrupted especially those who operated in Greece (Labirint, South Cross, Versa etc.) and *** lost their main clients, they decided to develop Russian tour operator. Since that time that added more destinations, now they operate on almost all popular destinations, except Turkey. They work rather good both with package tours and individual bookings.	***	7 (495) 649 ****	***	Konstantin ***, Director of Commerce	General Interest	The main destinations are *** and *** where their DMC has strong positions. On all destinations they work directly with hotels. They cannot give an exact decision about *** for the next season. But they are interested in the meeting.
17	In***	The company was founded in 1929 as the first national tour operator. In Soviet time, it was almost the only tour operator who could sell tours abroad. In 2007, the company jointed with smaller tour operators *** and ***. In 2011, the company became a part of ***Group (75%). It has offices in Moscow, Saint-Petersburg, and Yekaterinburg, as well as its own sales offices. The main destinations are Thailand, Bulgaria, as well as other beach destinations. It is also rather strong on domestic tours.	***	+7 (812) 325 ****	***	Alexander ***, Destination Manager for ***	Interested in Cooperation and Meeting	The main destinations are *** and ***, they work both through DMC and directly with hotels (mostly). They have rooms on guarantee in some hotels. This year they do not sell *** at all, but are ready to consider it as the destination for the next year, and possibility to cooperate directly. They want to get information about the hotels and an offer by email, to discuss it at the meeting.
18	Na***	The company was founded in 1992. The main destinations were for many years Spain and UAE. It also operates on other popular destinations, including Greece. It is one of 20 the biggest Russian tour operators. Since 2011 it organises its own club programs for children in the hotels of Spain, Greece and UAE. It has service offices in 9 cities of Russia. In 2009 it opened sales offices under the brand of ***. Now there are about 90 travel agencies working under this franchise.	***	+7 (495) 785 ****	***	Marina ***, Destination Manager for ***	Interested in Cooperation and Meeting	They do not sell *** this season, but might start selling tours to *** in the next season. *** is interested as the destination, they are disappointed that *** stopped be considering as mass tourism destination. Recently they sell ***, ***, and ***. They sell both through DMC, and by direct contracts with hotels. They have rooms and seats on guarantee. Also, they have rather big department for individual bookings. They are ready to cooperate and want to meet.
19	Un***	It is rather small tour operator with about 25 destinations, most of them rather exotic or individual. It has representative offices in Saint-Petersburg, Izhevsk, Ufa and Yekaterinburg. The company is rather strong in VIP and Premium segment, including such services as private jets and yachts.	***	+7 (495) 276 ****	***	Elena ***, Destination Manager for ***	General Interest	For the moment, they sell tours to ***, *** and ***. They work only through incoming companies, since they have better rates than from direct contracts, and it is more convenient to book and to pay. They do not have any guarantees. They almost do not have sales to ***. If S7 will keep the flight, they might sell *** through DMC. If *** will offer better rates, they might consider the possibility to work directly. They would like to meet to get more information about the hotels, to be able to answer tourists questions.

