



**How to Work
with
Tour Operators
and
Travel Agents**

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April 1, 2008

and

April 3, 2008



ARIZONA
OFFICE OF TOURISM



Discussion Topics



- Travel Industry Marketing
- Who's Who in the Travel Industry
- Travel Product Distribution System
- Key Market Attributes
- Working with the Trade

Travel Industry Marketing

The Travel Industry Marketing Division strives to increase Arizona's share in the tourism marketplace by assisting tour operators and travel agents in developing tour and travel programs.

Who's Who in the Travel Industry

Travel Agent (Retail):

- The individual who sells travel services, and issues tickets to travelers at a retail level.



Who's Who in the Travel Industry

Tour Operator:

- A business or company that offers scheduled tours, custom tours (also called pre-formed group tours), individual packages, charters or a combination of these.



Who's Who in the Travel Industry

Receptive Operator

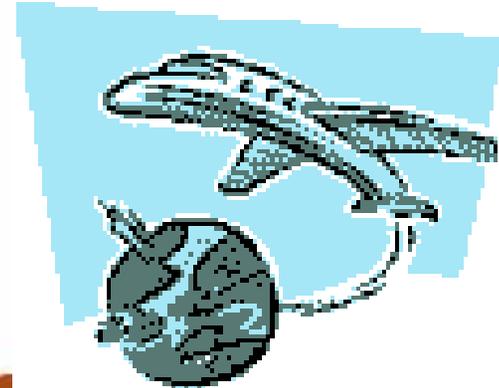
- Receptive operators are tour operators based in your area who specialize in promoting and packaging your destination to travelers from out of town.



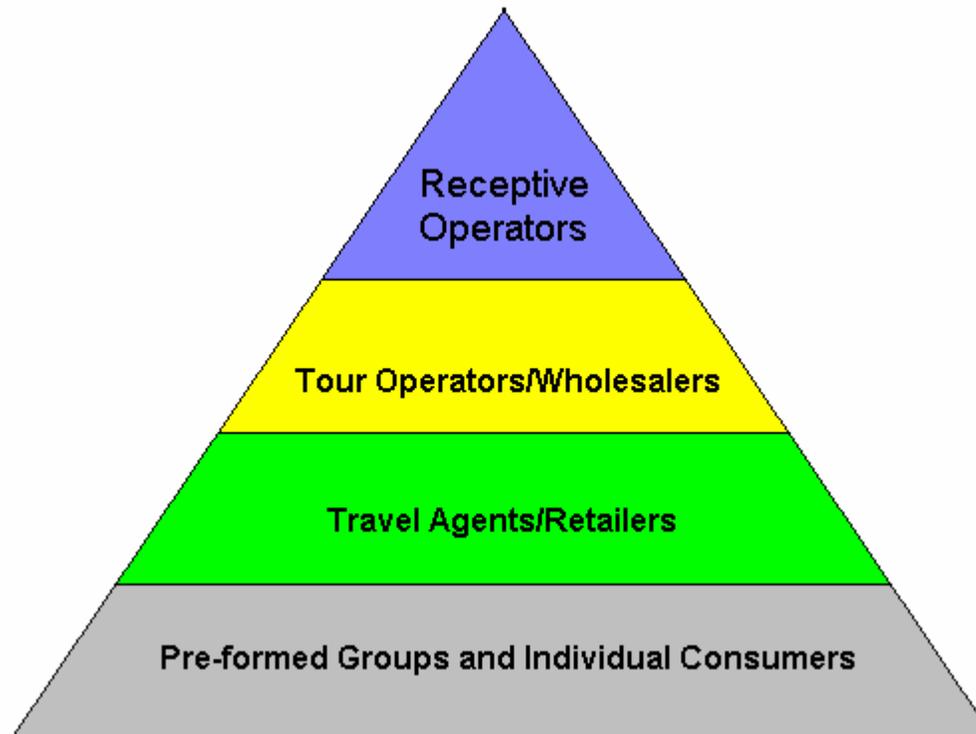
Who's Who in the Travel Industry

Receptive Operator-Inbound Tour Operator

- This receptive operator acts as a “wholesaler” to many foreign, inbound tour operators. By dealing with large volumes they are able to offer discounted hotel and attraction rates to other smaller tour operators. They are also utilized for their local, expert knowledge.



Travel Product Distribution System



Target Markets

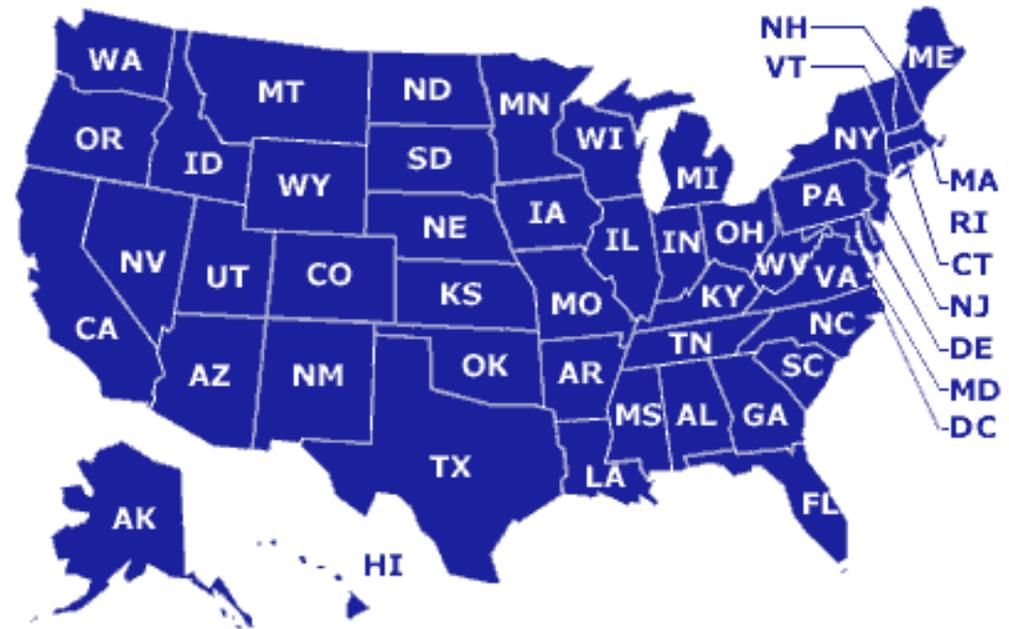


- Domestic
- Canada
- Mexico
- UK
- Germany
- Japan

Domestic Market

Trends:

- Motor coach tours
- Smaller groups
- Longer stays in each location
- “Experiential” Travel



Canada

Statistics:

- Most important international market
- Growing rapidly
- Nearly 500,000 visitors in 2006
- Stay for a long time
- Average per day expenditure is low



Canada

Booking Patterns:

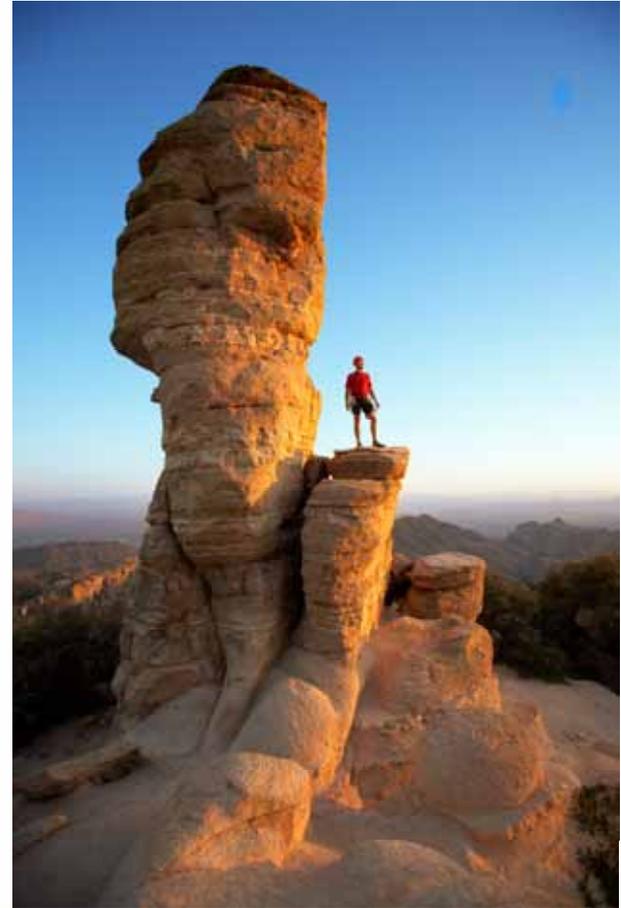
- Long Stays
- Tend to visit AZ in winter
- Visiting friends and family
- Internet is very important



Canada

Travel Preferences:

- Sun
- Day Trips around Arizona
- Spa/Golf
- Outdoor Activities



European Market - UK



Statistics:

- Most important overseas market
- More than 100,000 visitors per year
- On average, tend to spend 4 nights in AZ on a trip of two weeks
- Per day expenditure exceeds that of other Europeans

European Market - Germany

Statistics:

- On average, about 75,000 visitors per year
- On average, tend to spend 5 nights in AZ on a trip of three weeks
- Per day expenditure is less than Brits, but more than Canadians



European Market - France



Statistics:

- Nearly as many French visitors come to Arizona each year as Germans
- Very short stay in Arizona – only about two nights
- Per day expenditure is very similar to the Germans

European Market (UK, Germany, and France)



Booking Patterns:

- Book through Tour Operators & Travel Agents
- Long Vacations
- Travel in the summer
- Internet is very important

European Market (UK, Germany, and France)

Travel Preferences:

- Scenery
- American West
- Wide Open Spaces
- Climate - Sun
- OTBT (Germans)
- Golf (Brits)



Mexico



Statistics:

- Very difficult to count
- On average, tend to spend 6 nights in Arizona on a 10 night vacation
- Tend to have the highest per day expenditures

Mexico

Booking Patterns:

- Use Travel Agents
- Late Bookers
- Difficult to Track
- Internet is gaining in importance, but not usually used for purchases.
- Travel with family



Mexico

Travel Preferences:

- Urban Amenities
- Shopping
- Skiing
- Gambling



Japan



Statistics

- Arizona receives at least 55,000 Japanese visitors per year
- On average, will spend 4 nights in Arizona on a 9 night vacation
- Average daily expenditure is high – close to Mexicans

Japan



Booking Patterns

- Short Vacations
- Visit many sites
- Travel to Confirm
- Internet gaining in popularity

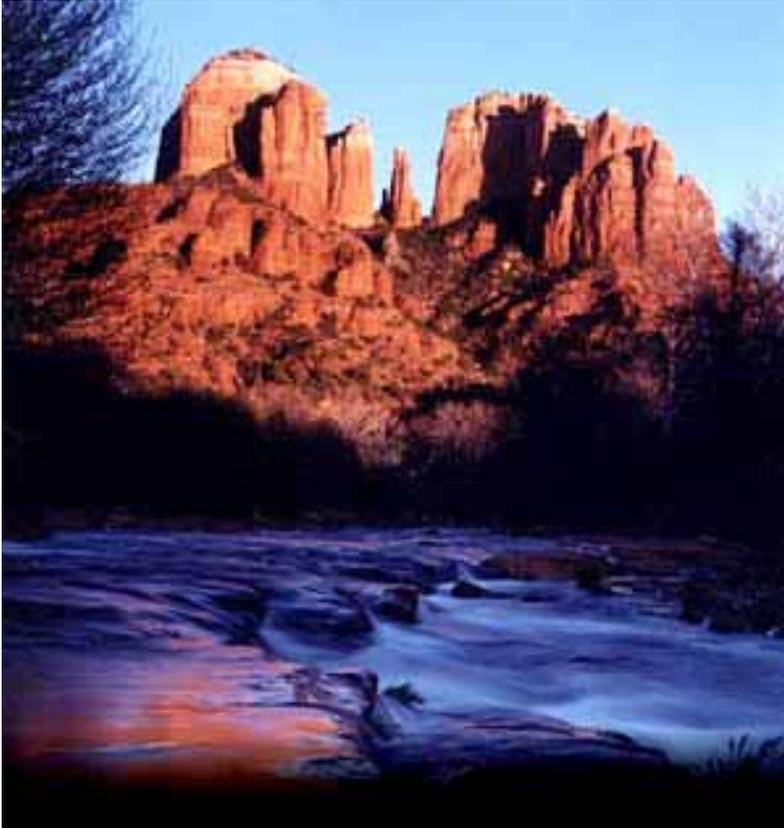
Japan

Travel Preferences

- Shopping
- Golfing
- World Heritage Sites
- Old Movies



China



Statistics

- Currently about 600,000 Chinese visitors come to the US each year
- Outbound tourism expected to explode to 100 million by 2020
- Recent Memorandum of Understanding signed between USA and China

Approved Destination Status

- The first ADS agreements were negotiated in 1983 with Hong Kong & Macao
- 81 ADS agreements were in place as of March 1, 2006
- Currently there are 132 ADS agreements

Source: Dr. Larry Yu, TIA Webinar, March 2006

China



Trends

- Travel in groups
- Love to shop
- Will sacrifice luxury hotels to shop
- Cross-country trips
- Enjoy nature

Travel Industry Marketing



Targeted through

- Trade shows
- Sales missions
- Familiarization tours
- E-marketing (e-newsletters, online training program)
- Publications

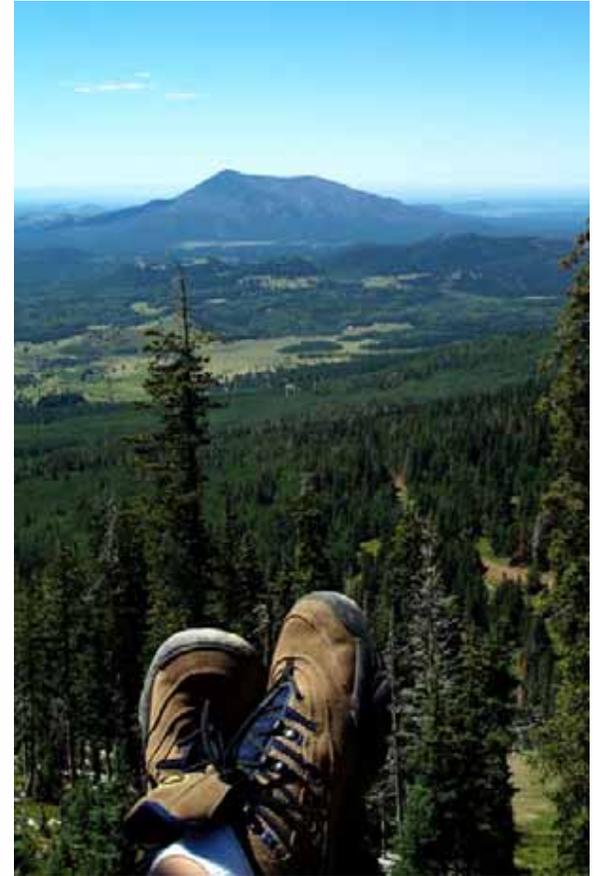
Little to No Investment



Little to No Investment

Leads:

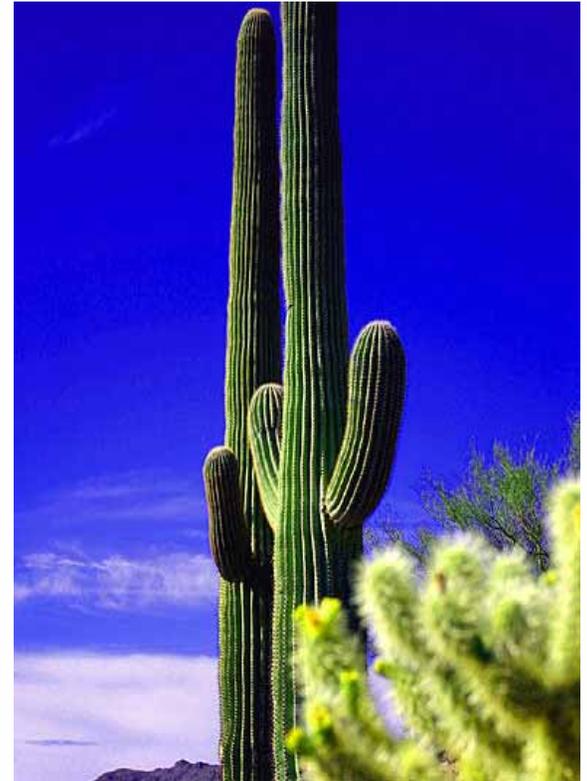
A concrete request for a specific program including rate requests for specific dates (or range of dates) that generate hotel revenue, or other revenue that benefits Arizona, it's communities and individual business.



Little or No Investment

Product Inventory:

An inventory of all of the tour operators producing product to Arizona in a specific country. The product inventory includes details on tour length, hotel properties, product manager, etc.



Funway Holidays

Mr Steve Silver
Product Manager
Funway Holidays
1 Elmfield Park
Bromley
Kent BR1 1LU

Tel: 0870 2200 627 / 0870 2200 627

Fax: 0870 2200 609

Email: ssilver@marktravel.com

Web: www.funwayholidays.com

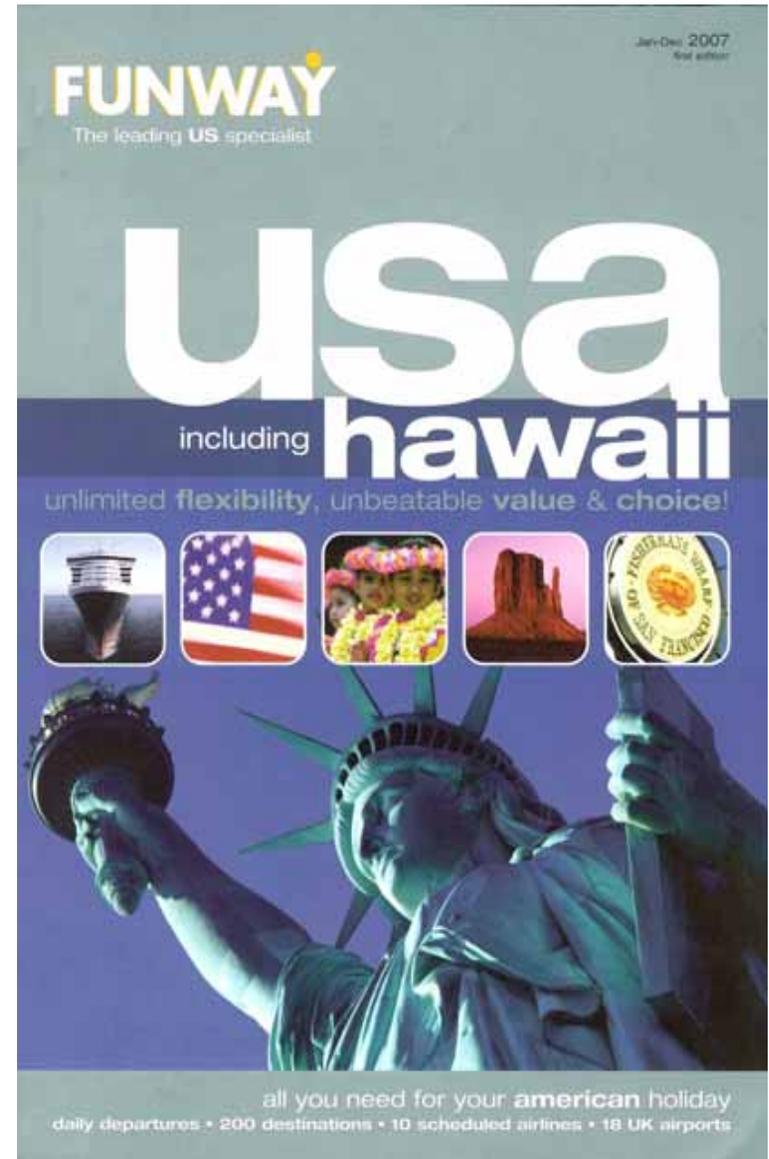
Number of Arizona Hotel Listings: 35

Number of Fly-Drive Itineraries including Arizona: 3

Number of Escorted Coach Tours including
Arizona: 2

Number of Pages featuring Arizona: 10

Total Number of Catalogue Pages: 83



Tour Listings

ESCORTED TOUR

- 15 days Western Discovery Tour (Arizona 4 days, Lake Powell, Phoenix, Sedona, Page, and Grand Canyon)
- 12 days Western Highlights Tour (Arizona 2 days, Flagstaff)

SELF DRIVE TOUR

- 15 days Best of the West Tour (Arizona 5 days, Scottsdale, Sedona, Tucson, Flagstaff and Grand Canyon)
- 6 days Canyon Landscapes Tour (Arizona 3 days, Monument Valley, Kayenta and Grand Canyon)
- 14 days Pueblos & Canyons Tour (Arizona 9 days, Scottsdale, Tucson, Kayenta, Lake Powell, Page, Monument Valley and Grand Canyon).

ADDITIONAL GROUND PRODUCT

Car/Motorhomes rental, Flight upgrade, Free nights, kids stay free, Helicopter & Ranch Adventure, Highlights Airtour, Specials, The Grand Canyon Overnight Tour, To the Edge & Beyond, Grand Canyon Railway Tour

- Heli USA (Grand Canyon Helicopters & Ranch Adventure, Grand Canyon Overnight Getaway by Helicopter. Chariot of Fire), Papillon Helicopter (Grand Celebration), Scenic Airlines (Highlights Air Tour, To the Edge and Beyond and More)

Hotel Listings

Canyon de Chelly:

HI Canyon de Chelly

Flagstaff:

Holiday Inn, Ramada, Fairfield Inn, Radisson
Woodlands Plaza

Grand Canyon:

Holiday Inn Express, Grand Canyon QI, Grand
Canyon National Park Area, Grand Hotel

Lake Powell:

Lake Powell Resort, Best Western Lake Powell, Court
Yard

By Marriott

Monument Valley:

HI Kayenta, HI Monument Valley, Radisson Poco
Diablo

Page:

Courtyard by Marriott, Quality Inn Page

Phoenix:

Pointe Hilton and Tapatio Cliffs, Pointe Hilton Squaw
Peak, HI Phoenix West, Wigwam Resort & Golf Club,
Arizona Biltmore Resort, Sheraton Wild Horse Pass

Sedona:

Best Western Inn of Sedona, Hilton Sedona Resort

Hotel Listings

Scottsdale:

Days Inn Scottsdale Fashion Square, Fairmont
Scottsdale Princess, Fairfield Inn by Marriott, Hilton
Scottsdale Resort & Villas, Hospitality Suites, Caleo
Resort & Spa, Hyatt Regency Scottsdale Resort,
Sheraton Desert Oasis, Westin Kierland Resort, The
Phoenician, Courtyard by Marriott,

Tucson:

Hilton Tucson El Conquistador, Ramada Foothills

Magical states embracing everything that's great in American holidays!

hotels in
phoenix
scottsdale
from just
£21
per night

the west

a treasure of landscapes



Enjoy year-round sunshine in the hot desert resorts of **Arizona** and the National Parks of **Utah**. Breathtaking scenery, beautiful resort hotels and natural phenomena such as mineral spas and magnificent geological features ensure a holiday to remember. Visit 'the West's' most Western town, **Scottsdale**, and neighbouring **Phoenix** where the locals wear cowboy hats and the living is easy. A great area for a fly-drive tour, you can hire a convertible and drive to the old Wild West towns of **Flagstaff** and **Tucson**, from where you can visit Tombstone. It is said that nearby **Sedona** has magical powers - visit and see for yourself.

A trip to Arizona wouldn't be complete without a visit to one of the seven wonders of the world, the **Grand Canyon**. Experience its vast beauty from viewing platforms along the rim. For more fabulous scenery there are other awesome National Parks such as **Monument Valley** in Utah and the red rocks of **Bryce Canyon**. Utah contains one of the greatest concentrations of spectacular geological features in the world. Hundreds of miles of landscape is dominated by twisting canyons, arches, sheer ridges, sandy deserts and towering red rocks. Dramatic **Monument Valley** is famous as the setting for many a Wild West movie. With this varied landscape are hidden treasures and experiences that appeal to everyone.



call reservations on **0870 22 00 626** 41

hotels in phoenix & scottsdale

Phoenix & Scottsdale - the Valley of the Sun, here you can find Wild West resort fun and year-round sunshine in Scottsdale, an old frontier community and scenic neighbour to Phoenix.

Admire Indian artwork, collectors and head for great shopping, art galleries and restaurants on Fifth Avenue, Scottsdale. With a driving distance in Mesa, Arizona's third largest city - a thriving desert metropolis which provides the warmth and charm of a small town, fill on busy evenings among the indigenous Sedona cacti and take a drive through the surrounding countryside and see the fabulous architecture of 1900's houses set on a red mountain backdrop.



All Day - 24 hours reservations and for golfing only



Hospitality Suites Scottsdale

☆☆☆

This all-suite resort is based in a convenient location just a short distance from Fifth Avenue shopping, Papago Riding Stables, Phoenix Zoo and fine golf courses. Enjoy a relaxing swim, the excellent outdoor activities, and the evening cook-outs on the barbecue.

Accommodation: One bedroom suites (sleep 4) with television and kitchen facilities.

Facilities: 210 rooms • Restaurant • Lounge • 3 swimming pools • Tennis • J.J.'s sports centre • Whirlpool • Basketball • Room service.

1 See above for the location of your hotel

Funway Extras

Kids Stay FREE - Kids 12 yrs & under share FREE with 2 adults

FREE Night - 3rd night FREE, valid 12 Nov - 27 Dec 07

FREE Night - 4th night FREE, valid 01 Jan - 30 Sep 07

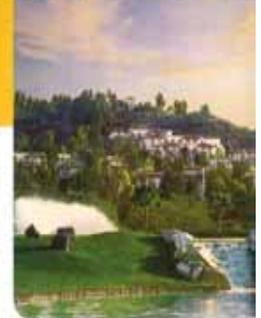
FREE Breakfast - Complimentary cooked-to-order breakfast daily

FREE Reception - Complimentary cocktail reception daily

Dates & Prices

Start	End	1st Adult	2nd Adult	3rd Adult	4th Adult
07 Jan 07	30 Mar 07	440	615	275	
31 Mar 07	06 Apr 07	440	615	275	
09 Apr 07	15 Apr 07	440	615	275	
18 Apr 07	30 Jun 07	485	700	400	
01 Jul 07	10 Jul 07	515	710	410	
11 Jul 07	31 Aug 07	515	710	410	
01 Sep 07	31 Oct 07	550	710	410	
01 Nov 07	30 Nov 07	545	700	375	
01 Dec 07	14 Dec 07	600	675	475	
15 Dec 07	31 Dec 07	615	670	500	
01 Jan 08	31 Mar 08	500	675	475	
01 Apr 08	31 May 08	700	875	400	

Prices are in £ per person. Single rooms are double rate minus one adult. Double rates apply when sharing room with 2 adults.



Pointe Hilton Tapatio Cliffs Resort Phoenix

☆☆☆☆

Experience romance and beauty at this spectacular cliff-side all-suite resort overlooking the Valley of the Sun. This architectural wonder terraces the slopes of the Phoenix Mountain Preserve offering fun in the sun with championship golf, refreshing pools, spa delights and the Falls Water Village - an oasis of shimmering pools, 135-foot enclosed waterfall and cascading waterfalls. Pointe Hilton Tapatio Cliffs is perfect for families, golf enthusiasts or a romantic getaway.

Accommodation: Standard suites (sleep up to 5 with walkway - bed) with television, hairdryer, mini bar and coffee maker.

Facilities: 505 rooms • 3 restaurants • Café • 2 bars • 7 swimming pools • Jacuzzi • Spa • Fitness centre • Tennis • Golf • Room service • Free parking.

1 See above for the location of your hotel

Funway Extras

Kids Stay FREE - Kids 11 & under share FREE with 2 adults

Dates & Prices

Start	End	1st Adult	2nd Adult	3rd Adult	4th Adult
07 Jan 07	30 Mar 07	84	12	12	
31 Mar 07	30 Apr 07	84	12	12	
03 May 07	30 Jun 07	87	12	12	
03 Jul 07	31 Aug 07	86	12	12	
01 Sep 07	30 Sep 07	86	12	12	
01 Oct 07	30 Nov 07	92	12	12	
01 Dec 07	31 Dec 07	95	12	12	

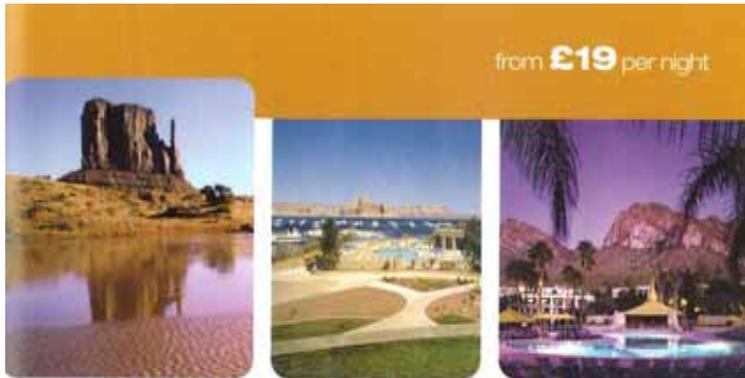
Prices are in £ per person. Single rooms are double rate minus one adult. Double rates apply when sharing room with 2 adults.

Also available at the Pointe Hilton Tapatio Cliffs Resort. For contact request for Families list for more details.

visit & travel phoenix & scottsdale

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visit & travel phoenix & scottsdale www.funway.co.uk



from £19 per night

Holiday Inn Kayenta Monument Valley

000
A comfortable hotel, ideal for touring dramatic Monument Valley, Canyon de Chelly, Lake Powell, Grand Canyon, Navajo National Monument & more. Native American Monument Valley buses depart from the hotel.

Accommodation: Rooms (sleep up to 4) with television.
Facilities: 160 rooms • Restaurant • Swimming pool • Fitness centre • Gift shop.
NB: Alcohol is not served at the hotel.

Funway Extras
Kids Stay FREE - 19 yrs & under share FREE with 2 adults.

Prices from £30 pppn

Lake Powell Resort

000
The only in-Park hotel offering a spectacular location on the shores of Lake Powell and just four miles from Glen Canyon Dam.

Accommodation: Rooms (sleep up to 5 with rollaway - bed) with television, hairdryer, mini bar and coffee maker.
Facilities: 330 rooms • 2 restaurants • Lounge • 2 swimming pools • Full-service marina with watersport rentals and boat charters (fee) offering float trips down the Colorado River.

Funway Extras
Kids Stay FREE - 17 yrs & under share FREE with 2 adults.

Prices from £21 pppn

Hilton Tucson El Conquistador

0000
This luxurious, tranquil mountainside resort is wonderfully set into the breathtaking Catalina Mountain range and is inspired by the beauty of its pristine natural canyon views and lush desert surroundings. Boasting world class facilities such as golf, tennis, horseback riding and spa treatments, the resort is perfect for those in search of pure escapism yet ideal for families and couples alike. Let the true essence of the Sonoran desert capture your heart and soul!

Accommodation: Deluxe rooms (sleep up to 4) with television, hairdryer, mini bar, coffee maker, safe and balcony or terrace.
Facilities: 470 rooms • 5 restaurants • 2 bars • 4 swimming pools • Jacuzzi • Fitness centre • Tennis • Golf • Children's club • Bicycle rental • Horseback riding • Gift shop • Free parking.

Funway Extras
Kids Stay FREE - 17 yrs & under share FREE with 2 adults.

Prices from £59 pppn

Hilton Sedona Resort & Spa

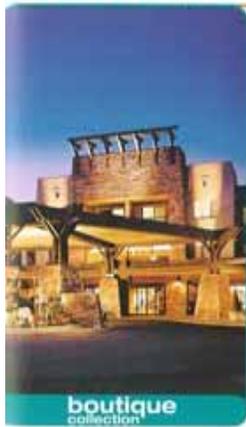
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The attractive Hilton Sedona Resort is built in Adobe style and is situated amidst the spectacular beauty of Red Rock country. The resort is 50 minutes from Flagstaff and is in an ideal location for day trips to the Grand Canyon. Visit the Chapel of the Holy Cross, Slide Rock State Park or the charming Tlaquepaque Village for an array of native crafts, antiques and artwork.

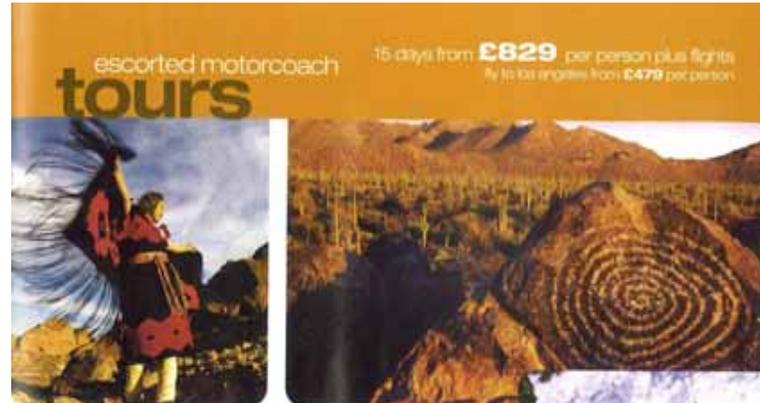
Accommodation: Suites (sleep up to 4) and all non-smoking with television with games console, hairdryer, mini bar, coffee maker, microwave, safe, bathrobes and balcony or patio.
Facilities: 219 rooms • Restaurant • Café • Bar • 2 swimming pools • Children's pool • Spa • Fitness centre • Tennis • Children's club • Gift shop • Laundry • Free parking.

Funway Extras
Kids Stay FREE - 17 yrs & under share FREE with 2 adults.

Prices from £42 pppn



call reservations on 0870 22 00 626 45



escorted motorcoach tours

15 days from **£829** per person plus flights
fly to Los Angeles from **£479** per person

Western Discovery

15 nights / 16 days

Day 1
Arrive Los Angeles - Anaheim
Arrive Los Angeles International Airport and transfer to hotels in Anaheim and meet your American Express tour director.
Overnight: Anaheim (Los Angeles)

Day 2
Los Angeles-Anaheim
Drive to Los Angeles and visit Disneyland, Universal Studios or the old city of Santa Monica beach.
Overnight: Anaheim (Los Angeles)

Day 3
Los Angeles-Anaheim-San Diego
Travel to San Diego. Following a city tour, visit picturesque Mission Valley and enjoy the morning of your leisure.
Overnight: San Diego (Los Angeles)

Day 4
San Diego-Phoenix
Depart San Diego and travel through the Santa Desert to Doubletree and Phoenix.
Overnight: Phoenix (San Diego)

Day 5
Phoenix-Bullhead Grand Canyon National Park
Travel through the Sonoran Desert with its towering, jagged sandstone canyons to the spectacular red rock wonders of Sedona. Then tour the Old Grand Canyon before visiting the awesome Grand Canyon. The evening is in Adobe.
Overnight: Grand Canyon (Phoenix)

Day 6
Grand Canyon National Park-Monument Valley-Papermill Point
Drive east along the South Rim and view the canyon in the morning light. Then visit the Navajo Indian Reservation and through the Painted Desert to beautiful Monument Valley, with its red sandstone spires and buttes. Enjoy the magnificent landscape before continuing to Lake Powell.
Overnight: Coconino (Grand Canyon)

Day 7
Papermill Point-Bryce Canyon National Park
Enjoy the Mormon spire of Utah in the morning and visit through the town of Panguitch before leaving for Bryce Canyon. Overstay at the Panguitch Hotel.
Overnight: Panguitch (Bryce Canyon)

Day 8
Bryce Canyon National Park-Zion National Park-Las Vegas
Start in the National Park and see the massive rock formations formed by wind, time and the Virgin River. The afternoon is reserved for Las Vegas. The following morning is reserved for Las Vegas. The following morning is reserved for Las Vegas.
Overnight: Zion (Bryce Canyon)

Day 9
Las Vegas-Death Valley National Park-Mammoth Lakes
Start through Death Valley, the lowest point on earth to the Hoover Dam, then to the lake town of Mammoth Lakes.
Overnight: Mammoth Lakes (Las Vegas)



Day 10
Mammoth Lakes-Yosemite National Park
Start at the Tioga Pass and then go to the 100-mile-wide valley of the western Yosemite National Park - the Yosemite and Mariposa Falls and the massive granite cliffs of Half Dome and El Capitan.
Overnight: Yosemite (Mammoth Lakes)

Day 11
Yosemite National Park-San Francisco
Today's drive crosses California's agricultural valley en route to San Francisco. Enjoy wine, enjoy a city tour that includes Golden Gate, the Golden Gate Bridge, and Fisherman's Wharf, and when you arrive the city is vibrant, historic, and fun.
Overnight: San Francisco (Yosemite)

Day 12
San Francisco
A full day of leisure to explore the 'City by the Bay'.
Overnight: San Francisco (San Francisco)

Day 13
San Francisco-Monterey Peninsula-Geopline Coast
The morning leaves south and visit the Monterey Peninsula. Stop at the Monterey Peninsula State Park and visit the world-famous Pebble Beach. Enjoy the stunning views. Your drive, surrounded by redwoods and forests, will be sublime and scenic.
Overnight: Monterey (San Francisco)

Day 14
Geopline Coast-Santa Barbara-Los Angeles/Anaheim
Drive to Santa Barbara via the Santa Barbara Coast. Visit the Santa Barbara Mission, the Santa Barbara Harbor, and the Santa Barbara Harbor. The evening is at your leisure.
Overnight: Anaheim (Los Angeles)

Day 15
Los Angeles/Anaheim
Transfer to hotels in Los Angeles International Airport and Anaheim. Enjoy a city tour and a night in Anaheim.
Overnight: Anaheim (Los Angeles)

All hotels are subject to change.
*Other Holiday - Under contract under conditions the Stage Plus may be changed between October and May in which case overnight and fly to Phoenix/Anaheim and a night in Mammoth Lakes will not be possible.
NB: Please see the conditions of sale which apply to all tours. Alternative offers for a number of nights. These are subject to a minimum number of nights to guarantee a booking.



Yosemite National Park

All this is included!

- Accommodation as specified
 - All hotel taxes
 - Touring by air-conditioned motorcoach throughout
 - Services of a professional tour director
 - 24-hour customer assistance helpline
 - Airport transfers
 - City tour of San Diego, San Francisco and Los Angeles
 - Yosemite, Zion, Bryce Canyon, and Grand Canyon National Parks
- Not included:**
- Travel/flight tickets
 - Cultural excursions
 - Meals
 - Pre and Post-tour accommodations
 - Tips for driver or tour director

Dates & Prices

2012	2013	2014	2015
01 Jun 12	01 Jun 13	01 Jun 14	01 Jun 15
28 Mar 12	28 Mar 13	28 Mar 14	28 Mar 15
18 Apr 12	18 Apr 13	18 Apr 14	18 Apr 15
01 May 12	01 May 13	01 May 14	01 May 15
01 Jun 12	01 Jun 13	01 Jun 14	01 Jun 15
01 Jul 12	01 Jul 13	01 Jul 14	01 Jul 15
01 Aug 12	01 Aug 13	01 Aug 14	01 Aug 15
01 Sep 12	01 Sep 13	01 Sep 14	01 Sep 15
01 Oct 12	01 Oct 13	01 Oct 14	01 Oct 15
01 Nov 12	01 Nov 13	01 Nov 14	01 Nov 15
01 Dec 12	01 Dec 13	01 Dec 14	01 Dec 15
01 Jan 13	01 Jan 14	01 Jan 15	01 Jan 16
01 Feb 13	01 Feb 14	01 Feb 15	01 Feb 16
01 Mar 13	01 Mar 14	01 Mar 15	01 Mar 16
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01 Jul 19	01 Jul 20	01 Jul 21	01 Jul 22
01 Aug 19	01 Aug 20	01 Aug 21	01 Aug 22
01 Sep 19	01 Sep 20	01 Sep 21	01 Sep 22
01 Oct 19	01 Oct 20	01 Oct 21	01 Oct 22
01 Nov 19	01 Nov 20	01 Nov 21	01 Nov 22
01 Dec 19	01 Dec 20	01 Dec 21	01 Dec 22
01 Jan 20	01 Jan 21	01 Jan 22	01 Jan 23
01 Feb 20	01 Feb 21	01 Feb 22	01 Feb 23
01 Mar 20	01 Mar 21	01 Mar 22	01 Mar 23
01 Apr 20	01 Apr 21	01 Apr 22	01 Apr 23
01 May 20	01 May 21	01 May 22	01 May 23
01 Jun 20	01 Jun 21	01 Jun 22	01 Jun 23
01 Jul 20	01 Jul 21	01 Jul 22	01 Jul 23
01 Aug 20	01 Aug 21	01 Aug 22	01 Aug 23
01 Sep 20	01 Sep 21	01 Sep 22	01 Sep 23
01 Oct 20	01 Oct 21	01 Oct 22	01 Oct 23
01 Nov 20	01 Nov 21	01 Nov 22	01 Nov 23
01 Dec 20	01 Dec 21	01 Dec 22	01 Dec 23
01 Jan 21	01 Jan 22	01 Jan 23	01 Jan 24
01 Feb 21	01 Feb 22	01 Feb 23	01 Feb 24
01 Mar 21	01 Mar 22	01 Mar 23	01 Mar 24
01 Apr 21	01 Apr 22	01 Apr 23	01 Apr 24
01 May 21	01 May 22	01 May 23	01 May 24
01 Jun 21	01 Jun 22	01 Jun 23	01 Jun 24
01 Jul 21	01 Jul 22	01 Jul 23	01 Jul 24
01 Aug 21	01 Aug 22	01 Aug 23	01 Aug 24
01 Sep 21	01 Sep 22	01 Sep 23	01 Sep 24
01 Oct 21	01 Oct 22	01 Oct 23	01 Oct 24
01 Nov 21	01 Nov 22	01 Nov 23	01 Nov 24
01 Dec 21	01 Dec 22	01 Dec 23	01 Dec 24
01 Jan 22	01 Jan 23	01 Jan 24	01 Jan 25
01 Feb 22	01 Feb 23	01 Feb 24	01 Feb 25
01 Mar 22	01 Mar 23	01 Mar 24	01 Mar 25
01 Apr 22	01 Apr 23	01 Apr 24	01 Apr 25
01 May 22	01 May 23	01 May 24	01 May 25
01 Jun 22	01 Jun 23	01 Jun 24	01 Jun 25
01 Jul 22	01 Jul 23	01 Jul 24	01 Jul 25
01 Aug 22	01 Aug 23	01 Aug 24	01 Aug 25
01 Sep 22	01 Sep 23	01 Sep 24	01 Sep 25
01 Oct 22	01 Oct 23	01 Oct 24	01 Oct 25
01 Nov 22	01 Nov 23	01 Nov 24	01 Nov 25
01 Dec 22	01 Dec 23	01 Dec 24	01 Dec 25
01 Jan 23	01 Jan 24	01 Jan 25	01 Jan 26
01 Feb 23	01 Feb 24	01 Feb 25	01 Feb 26
01 Mar 23	01 Mar 24	01 Mar 25	01 Mar 26
01 Apr 23	01 Apr 24	01 Apr 25	01 Apr 26
01 May 23	01 May 24	01 May 25	01 May 26
01 Jun 23	01 Jun 24	01 Jun 25	01 Jun 26
01 Jul 23	01 Jul 24	01 Jul 25	01 Jul 26
01 Aug 23	01 Aug 24	01 Aug 25	01 Aug 26
01 Sep 23	01 Sep 24	01 Sep 25	01 Sep 26
01 Oct 23	01 Oct 24	01 Oct 25	01 Oct 26
01 Nov 23	01 Nov 24	01 Nov 25	01 Nov 26
01 Dec 23	01 Dec 24	01 Dec 25	01 Dec 26
01 Jan 24	01 Jan 25	01 Jan 26	01 Jan 27
01 Feb 24	01 Feb 25	01 Feb 26	01 Feb 27
01 Mar 24	01 Mar 25	01 Mar 26	01 Mar 27
01 Apr 24	01 Apr 25	01 Apr 26	01 Apr