

today. The GIT fare for which you pay \$230, in other words, part of the regulation of this fare is that it must be combined with a land portion or a tour that costs a minimum of \$70. Now if you will go quick arithmetic you will note that in adding \$230 and this minimum \$70 we come up with \$300, which is the same figure that a person will pay for an excursion ticket between New York and London, on which he must leave Monday, Tuesday, Wednesday, or Thursday with no land arrangements, whatsoever. So this GIT fare at the minimum level has attracted quite a bit of marketing on the part of the airline and the tour operators to sell packages which include some sort of land transportation, most of them car rentals with a certain mileage allowance, and one particular hotel in one particular spot where it is assumed that perhaps the customer won't spend all three of his weeks and therefore it becomes a viable sale.

In a package like this the travel agent that sells this \$300 package makes the normal \$30 commission. The tour operator, with some luck, should clear about \$2.75 on a package of this kind.

Now there already exists, I was amazed to see, in Europe certain operators sponsoring the same thing to the U.S.A. For example, there is a \$70 package where a European gets a car with a few miles and has 20 nights in Wheeling, W. Va. This really is not tourism but it is a part of it that we have to go along with.

Mr. BYRNES. You can hardly afford to live here, can you, for \$3.30 a day. And you also get a discount on your transportation—\$230 where otherwise it would cost you \$300. Then you are there for 21 days at \$70.

Mr. MEYER. Mr. Byrnes, I would point out—

Mr. BYRNES. I wonder what kind of hotel it is. I don't mean to ridicule anybody. I am trying to really find out how this works. The people are kidding the Secretary of the Treasury, and I thought that it was kind of humorous, that you could live on \$7 a day. Now you come along and say, my goodness gracious, we will sell you a package at \$3.30 a day.

Mr. MEYER. Let us follow this example through.

As I say, this really is not a tour. This lives up to the letter of the rule because the letter of the rule states that the tour members, at least 15 traveling together, must travel together throughout the entire itinerary. It does not say that we can coerce the man to use arrangements which we have sold to him. I think to follow this through, the existence of this fare, and it is valid through March 31, 1969, shows the possibility of people prebuying a very small percentage of their arrangements and therefore these people are not basically using this hotel for 20 nights because unless they happen to have relatives in Wheeling, W. Va., or Bernau, Germany, or Hastings, England, they will perhaps spend one or two nights there and basically then they are taking a self-planned trip and spending money on their own in the foreign countries.

The reason they do this, sir, is because for the same amount of money that it would cost them to buy a simple ticket and travel Monday, Tuesday, Wednesday, and Thursday, they can take a convenient weekend departure and have a car with 500 free miles or so, and start out on their own with more for their money. In a sense this is discounting transportation rather than being a tour.