

of rooms in the South American hotels. So we chartered a steamship and flew our people down to Recife in South America, cruising down to Buenos Aires, stopping at intermediate points with our back-to-back charters bringing the next group to the area to cruise back to Recife. This was due to the lack of deluxe or first-class hotel accommodations. I seriously doubt if a combination of any or all of these areas could come close to absorbing the number of Americans who went to Europe last year, which was some 2,200,000.

In addition, it must be considered that the number of Americans traveling the Western Hemisphere as well as other areas has increased each year with every indication of an even bigger increase in 1968.

It is, therefore, our opinion that this law, because of the simple lack of accommodations, will affect the pleasure of untold thousands of Americans and the income of the entire travel industry.

Besides the fact that the legislation would seem to be a very difficult one to administer, we have sincere doubts as to whether it will accomplish its avowed purpose. There are so many loopholes for the less scrupulous tourists to take advantage of that it would seem to us that all it will result in doing is to penalize the lower income or less sophisticated traveler.

For example, our business has been built on offering deluxe tours at a price which is an obvious value. Many of our passengers could have afforded similar vacations yet needed our instigation to travel. We make it easy for them. We know this is true because our survey figures show some fairly illuminating facts.

The survey to which I am referring is one which is distributed to each of our tour members. For the purpose of these remarks, we compiled the information returned on questionnaires that represented some 2,228 persons on our flights of April 9 through June 6, 1967. The questionnaires represented members of Masonic Order Shrine Temples, bar associations, college alumni groups, and life insurance and telephone company employees from the south, midwest, and east.

Let me quote a few of their answers:

Ninety percent had never been to Hawaii.

Fifty-seven percent would not have taken a vacation at that time of year.

Thirty-three percent had never flown in a jet before, and

Fifteen percent had never even flown before.

When you consider that these were answers of what you might refer to as above average citizens in income and education, you can see how necessary it is to instigate them to travel and visualize how damaging it would be to put any hindering regulations in their path. Therefore, what the proposed law would very possibly do is to discourage them from taking their first trip.

Meanwhile, the honest sophisticated traveler with sufficient knowledge and resources will arrange for others to handle bothersome details and perhaps not be concerned with the additional cost of the trip.

Another real danger in the proposed legislation is possible retaliatory action by other governments which could further increase imbalance rather than level off whatever imbalance that presently exists.

Along with this consideration is the factor of how much travel dollars have replaced aid dollars to many countries throughout the