

# Tourcan Vacations celebrates 30 years in the industry!

This year marks the 30th anniversary of Tourcan Vacations, a tour operator and airline consolidator whose product range spans the globe. Over the course of three decades, the company has solidified its place among Canada's top travel companies, and has built a team of experts that prides itself on delivering vacations of a lifetime.

## The Beginning

When President Vivek Khanna started out 30 years ago, there was a need in the market for people who wanted to travel to exotic destinations. "Exotic destinations were becoming more accessible and affordable. Also, coming from India, I felt I had to get people to travel there to experience it. I felt passionate about it, as I still am today," he said.

Since India was the place Khanna knew best, it was the first destination the company promoted. "Once I got a contract with Air Canada to promote India, we produced our India brochure in collaboration with Air Canada, and Tourcan Vacations was launched."

## The Value of Travel Agents

The first people to travel with Tourcan Vacations in 1987 were clients from Donaldson Travel in Pickering, Ont. "It was then



## Air Consolidation

In 1994 Tourcan Vacations introduced Air Consolidation to its portfolio, and today it has contracts with more than 30 airlines. "Our air only staff is well known for its expertise in complex routings, round-the-world airfares, group air only and, above all, for its very prompt and professional service," said Khanna.

## The Stellar Staff

Khanna credits the company's staff as one of the major factors to Tourcan's success. "My staff is very dedicated, extremely reliable and a main cog in the Tourcan Vacations wheel," he said. "Most of them have been with the company for over a decade. Our staff is our strength."

Khanna acknowledges the dedication and loyalty of General Manager Phillip Solomon, who has been with the company for 11 years, Finance Manager, Mani Siva, who he calls a "great motivator and strong pillar", and Wendy Schaber, Sales Director, Western Canada, who has played an integral role in building the company's business in the West.

"Her expertise in sales and the fact that she has travelled to most of the destinations we sell has played a key role in our growth in Western Canada," he said.

## Giving Back

As part of the company's 30th anniversary, it is giving back to the local communities to which they send clients. Tourcan has established the not-for-profit Enriching Lives International Relief Program to help those in need around the world. "At present, we are working on projects at a school in Arusha, Tanzania, a school in El Salvador, and a village near Cusco, Peru," said Khanna. "More projects will be brought under Enriching Lives in the months ahead."

## A Heartfelt Thank You

"I want to thank travel agents for helping us make Tourcan Vacations what it is today, a leading tour operator and airline consolidator. I thank our staff, the travel industry and suppliers for their dedicated support and loyalty over the years," said Khanna. "I am proud of our achievements. Today, Tourcan Vacations is well known for its quality of product, service excellence and dedication to providing journeys of a lifetime to over 70 countries."



that I realized that travel agents would be the ones we would have to nurture and train and reward," said Khanna.

Today, 98% of Tourcan's business is conducted through travel agencies. "I am grateful to the travel agents who've been conducting business with us for many years, through thick and thin. Without their continued support, we certainly would not have accomplished what we have over the past 30 years."

## Growth and Expansion

As news spread of Tourcan Vacations, the company was able to obtain contracts with other airlines, such as Singapore and Thai Airlines. This opened up the Asian continent for the company and in 1989 it launched its Asia and Orient program, resulting in additional staff. Tourcan's portfolio expanded even more to include South America, the South Pacific and Africa, which today is its biggest seller.