



FREE TOOLS

The travel trade glossary

DMC, FIT, BAR, NET, consortia — the working vocabulary of the travel trade, written by people who use it.

Covers /glossary · for rep, dmc, buddy, reporter, ready

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REFERENCE

The Travel Trade Glossary

DMC, FAM trip, FIT, consortia, rep company, BAR, NET, RFP — the working vocabulary of the travel trade, written by people who use it every day. 46 terms across 7 categories.

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Roles 9 terms

GSA *General Sales Agent* #

A general sales agent (GSA) sells and contracts on behalf of a supplier in a market, usually with the authority to quote, negotiate and issue on that supplier's behalf. The term comes from aviation, where a GSA represents an airline in a country it has no office in, and is now used across hotels and hospitality too. The practical difference from a rep company is authority rather than activity: a rep company builds demand and hands the booking to the supplier, while a GSA is appointed to transact. Some agreements sit between the two, so it is worth reading what a contract actually grants rather than relying on the label.

Related: Rep Company, Travel Sales Representative, Source Market

The steps

01 Open the glossary

46 terms across 7 categories — the words the trade uses without explaining them. Free, no account.

02 Browse by category

Roles, organisations, trip types and the rest, so you can read a section rather than hunt an alphabet.

03 Look one up

Each entry says what the term means and how it is actually used, which is usually the part that is missing.

04 Use it in the room

Written for somebody new to the trade, or new to this side of it, so it holds up when you send it to a colleague.

Next: What RepBud is

Questions

How many terms are there?

46 across 7 categories — roles, organisations, trip types and the rest.

Do I need an account?

No. The glossary is free and open.

Who is it written for?

Anybody new to the travel trade, or new to the selling side of it — and for sending to a colleague who is.

Does it cover the rate terms?

Yes — BAR, NET, RFP and the rest of the commercial vocabulary sit alongside the roles and trip types.