



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
Missoula, MT 59802

Contact

Company	Backroads	Address	14, Place Denfert-Rochereau
Contact	Delphine Bertheuil		
Title	Sales Specialist		75014 Paris,
Phone	011-331-4322 6565	Ext.	France
Mobile Phone		Country	
Salutation	Delphine	E-mail	contact@backroads.fr
		Web Site	

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	12:42 PM	Met with Nadege Peccovet at the 2013 RMI Roundup in Boise. Backroads is a tour operator that sells direct to their clients. They specialize in FIT with customized city trips, adventure trips, ranches stays and motorhome rentals to the US. They work with Rocky Mountain Holiday Tours as their preferred receptive tour operator. They currently have three trip itineraries on their website into Glacier and Waterton Parks. Sent her with RV suggested itinerary and Glacier Country Ranches. Any member partner with family oriented adventure products as well as hotel and ranches can email information to Nadege at nadege.backroads@orange.fr	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
Missoula, MT 59802

Contact

Company	Travel Island	Address	Via G. Mercalli, 8
Contact	Franco Bondioli		
Title	Owner		Cesano M. 20811
Phone		Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Franco	E-mail	franco.bondioli@travelisland.it
		Web Site	www.travelisland.it

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	9:14 AM	Met with Franco Bondioli at 2013 RMI Roundup in Boise. Travel Island is a tour operator based in Milan. They organize self drive travel and vacations for FIT and small groups 6-16 with a tour leader from Italy. The USA is their #1 destination every year. They currently have 2 tours planned from Alberta to Great Falls. It's a 15 day tour scheduled for end of May into June and end of September into October. We discussed the "Going to the Sun Road" dates. He also has several FIT in August. He took our suggested motorcycle itinerary due to overwhelming requests. Ducati motorcycles are very popular in Italy and wanted the contact information for a Ducati rental store in Missoula and also RV Rentals. Additional information he is looking for is ranches, soft adventure activities and local attractions. Member partners can follow up with Franco at franco.bondioli@travelisland.it	Debbie Picard



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Contact

Company	Argus Reisen GmbH	Address	Alte Dorfstrasse 44A
Contact	Dirk Buttner		
Title	CEO		37120 Bovenden,
Phone	011-49-5594-8049490	Ext.	Germany
Mobile Phone		Country	
Salutation	Dirk	E-mail	dirk@argusreisen.de
		Web Site	

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/17/2013	2:23 PM	Met with Dirk Buettner at 2013 RMI Roundup in Boise. They specialize in tailor made vacations in North America including Ranch and Adventure and skiing. For each client they build a individual vacation package including transportation, accommodations and activities. They focus on riding vacations, resorts, lodges and other unique accommodations and outdoor activities. (flyfishing, mountain biking and whitewater rafting) and winter activities (skiing, snow shoeing, dog sledding and snowmobiling) They work with recpetives including RMHTours, America 4 You, AlliedTPro, ATI, American Ring, Bonetel and Hotelbeds. He is looking for more ranches to do business with. He will be going to Ranch at Rock Creek for 5 days with several journalists after RMI. He wants more information on Rich Ranch, Cheff Ranch and Bar W Ranch specifically. I will forward the lead to these properties. He also wants Whitefish Mountain Resort information for both summer and winter as well as photos for promotion. All other unique properties and outdoor activities willing to pay a 20% commission can send information to Dirk at dirk@argus-reisen.de	Debbie Picard



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Contact

Company	Lariviere Voyages	Address	12, rue Mozart
Contact	Christine Fernandes Castillo		
Title	Assistant Product Manager		Clichy Cedex, 92587
Phone		Country	France
Mobile Phone		E-mail	voyages@editions-lariviere.fr
Salutation	Christine	Web Site	www.lariviere-voyages.com

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	1:04 PM	Met with Christine Castillo at the 2013 RMI Roundup in Boise. Lariviere Voyages focuses on soft adventure and family tours. They publish over 40 magazines that focus on RVing, motorcycle riding, horseback riding and other soft adventure opportunities. She was interested in our motorcycle suggested itinerary and the open roads of Glacier Country. They work with Rocky Mountain Holdiday Tours as their preferred receptive tour operators. Member partners that have lodging facilities in the lesser traveled parts of Glacier Country are encouraged to email information to Christine. She will request the standard 25% commission reduction in your rates. voyages@editions-lariviere.fr	Debbie Picard



Contact Report

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Contact

Company	Alidays	Address	Via P. Colletta, 39
Contact	Mr. Davide Catania		
Title	Owner/Partner		20135 Milano,
Phone	011-39-02-54101524	Ext.	Italy
Mobile Phone		Country	
Salutation	Davide	E-mail	davide.catania@alidays.it
		Web Site	www.alidays.it

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/22/2013	12:41 PM	Met with Daniela Oggionni at 2013 RMI Roundup in Boise. They offer a wide range of services, including hotels, transfers, excursions, car/RV/motorcycle rentals, fly/drive itineraries, escorted tours and ranch holidays. They work with receptives including Travalco, RMHTours, TeamAmerica, Hotelbeds, Bonotel and American Ring. They have a Yellowstone to Glacier tour they are selling and are looking for a Montana video to help sell it. I will check with Marlee to see if she got it to them. They are also looking for new guest ranches to work with in the future. Feel free to contact Daniela at daniela.oggionni@alidays.it	Debbie Picard



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Contact

Company	Senses Travel	Address	Vredehof8,
Contact	Frank ten Cate		
Title	Owner		Bussum, 01402
Phone		Ext.	Netherlands
Mobile Phone		Country	
Salutation	Frank	E-mail	info@sensestravel.nl
		Web Site	www.sensestravel.nl

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	11:57 AM	I met with Frank ten Cate at 2013 RMI Roundup in Boise. Senses Travel provides customized, tailor-made holidays. Their central theme is "spoiling" the 5 senses, based on quality time, experiences, slow travel, lifestyle etc. focus on choices for clients that really suit their needs and ensuring long lasting and rewarding memories. The receptive operators they work with are AlliedTPro, Cruise America and Alamo. They have traveled and sent clients throughout the US except our RMI region, this was their first time in our region. I sent them off with all our suggested itineraries and will send photo link for future promotion. They were at Roundup to learn about ranch stays, wilderness lodges, outdoor activities, wildlife experiences, history and culture, Native Indian and culinary experiences from typical local food to farmers markets. Member partners specializing in these should email them information ASAP.	Debbie Picard



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Contact

Company	Teamamerica	Address	33 West 46th Street
Contact	Luisa Conzatti		
Title	Group Manager		New York, NY 10036
Phone		Ext.	
Mobile Phone		Country	
Salutation	Luisa	E-mail	luisa@teamamericany.com
		Web Site	www.dream.teamamericany.com

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	9:50 AM	Met with Luisa Conzatti at 2013 RMI Roundup in Boise. They are a full service receptive tour operator in the states, Canada and the Caribbean. They are at RMI looking for lodging contracts/options for their diverse range of clients. They currently have a group coming to GC in June. She is wanting GPI information for lodging in GNP. Sending that to her along with airport information and our suggested itineraries for groups for bus tours. Member partners that are interested in working with another receptive offering their lodging to the clients can contact her at luisa@teamamericany.com	Debbie Picard



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Contact

Company	RMI - UK	Address	Suite 3 Falmer Court
Contact	Lisa Cooper		London Road, Uckfield TN22 1 HN
Title	Account Director		East Sussex,
Phone	011-44 207 928 8314	Ext.	United Kingdom
Mobile Phone		Country	United Kingdom
Salutation	Lisa	E-mail	martin@rmi-realamerica.co.uk
		Web Site	www.RMI-RealAmerica.com

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	11:35 AM	Met with Lisa Cooper at RMI Roundup in Boise. She is our new RMI representative in the UK. She says that the outlook for travel to the US is positive, especially for the 55+ market (nifty fifies like adventure) They get 4 weeks of paid vacation per year. They are spending 36 million over seas on travel each year. Most use tour operators for booking their travel needs. After staying home for the Olympics most are ready to travel. Value is very important so including things like breakfast is nice. Luxury market is very strong, and they feel that a great Holiday is a RIGHT for them.	Debbie Picard



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Contact

Company	Davidson Communications Pty Ltd	Address	Suite 13, 28 Roseberry St
Contact	Caroline Davidson		
Title	Director		Balgowlah,
Phone	011-612 9907 0020	Country	Australia NSW 2093
Mobile Phone		E-mail	caroline@davcomm.com.au
Salutation	Caroline	Web Site	www.davcomm.com.au

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/29/2013	12:06 PM	Met with Caroline Davidson at 2013 RMI Roundup in Boise. Caroline is our representative in Australia and Davidson Communications is a public relations company specializing in travel, tourism and hospitality. Austrailia's economy is the 13th strongest in the world and no recession. in 2012 visitation was up 8% to the US with over 1 million travelers, which is 1 in every 22 people. They are looking for active vacations with authentic experiences. Products that interest Australian tourists are National Parks, cowboy and Native Indian heritage and events, museums about history, ranch experiences, ski resorts and winter experiences, adventure activities, shopping and the RV and motorcycle rentals. High end corporate is also drawn to the RMI region. She is working closely with Marlee and knows Montana well. No particular follow up at this time is needed.	Debbie Picard



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Contact

Company	Tioga Tours	Address	Kloosterweg 45
Contact	Mrs. Nienke de Jong		
Title			8326 CB Sint Jansklooster,
Phone	011-31 527 245400	Ext.	Netherlands
Mobile Phone		Country	
Salutation	Nienke	E-mail	postbus@tiogatours.nl
		Web Site	www.tiogatours.nl

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	12:15 PM	Met with Saskia de Jong at 2013 RMI Roundup in Boise. Tioga Tours is an international tour operator that sells direct to client specializing in travel to the US and Canada. They do work with receptive tour operators Rocky Mountain Holiday Tours, Tourico and Travelco. Mariam from their office was on the RMI Mega Fam 2 years ago and so they have first-hand knowledge of our area to promote. Sent her with suggested itineraries and will send photo link for use in their promotions. She was curious about guest ranches, so member partners with guest ranches can email her information ASAP.	Debbie Picard



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Contact

Company	Meeting Point North America	Address	5911 Turkey Lake Road
Contact	Janet Dimova		Suite 302
Title	Product Manager		Orlando, FL 329819
Phone	(407) 345-5119	Ext. 4101	Country
Mobile Phone			E-mail
Salutation			Web Site

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	11:09 AM	Met with Jan Dimova at 2013 RMI Roundup in Boise. Meeting Point North America is a full service receptive tour operator offering a range of products in USA and Canada including FIT looking for hotels, attractions, fly/drive itineraries, incentive and leisure groups and motorcoach departures. She doesn't have much in Montana, mostly the other RMI region states. She is at RMI looking for hotels and soft adventure activities that would like to work with a receptive tour operator and work in the international market. Partner members can contact Jan at jan.dimova@meetingpointnorthamerica.com	Debbie Picard



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Contact

Company	RMI - France	Address	3 Square Neuilly Chateau
Contact	Mr. Hervé Duxin,		
Title	RMI Account Manager		92200 Neuilly Sur Seine,
Phone		Ext.	France
Mobile Phone		Country	France
Salutation	Hervé	E-mail	Herve@Duxin.com
		Web Site	www.wildwestusa.com

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	11:24 AM	Met with Herve Duxin at 2013 RMI Roundup in Boise. Herve is our RMI representative in France. He said that most of the French tour operators are utilizing Rocky Mtn Holiday Tours as a receptive operator. The French people get 5 to 6 weeks of paid vacation. Even though the euro economy has been in crisis, travel remains strong for the upper end, and the RMI region is trendy. The French are looking for niche and tailor-made trips to our region.	Debbie Picard



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Contact

Company	Complete North America	Address	Colwick Quays Business Park
Contact	Charlotte Gill		Private Road No.2, Colwick
Title			Nottingham, NG4 2JY
Phone	Ext.	Country	United Kingdom
Mobile Phone		E-mail	charlotte@completenorthamerica.com
Salutation	Charlotte	Web Site	www.completenorthamerica.com

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	9:26 AM	Met with Sarah Goss at 2013 RMI Roundup in Boise. They are a specialty tour operator focusing on fly drive holidays and some exclusive touring. They work with receptive tour operator RMHTours, AlliedTPro, ATI and Bonotel. Sarah is at RMI this year to find any new soft adventure activity programs and to find some alternative lodging options. They would like to expand their 2013 and beyond programs. She says that the UK loves Montana and several of their clients are on their 5th or 6th vacation here. A very popular itinerary for them is into Denver, Yellowstone, Glacier, Idaho out Seattle. Member partners with unique soft adventure activities can forward information to Sarah at sarah@completenorthamerica.com	Debbie Picard



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140 North Higgins, Suite 204
Missoula, MT 59802

Contact

Company	Maya Travel Inn	Address	Zurcherstrasse 2
Contact	Mrs. Maya Hagenbucher		
Title	Managing Director		Uitikon-Waldegg 8142,
Phone		Ext.	Switzerland
Mobile Phone		Country	
Salutation	Maya	E-mail	
		Web Site	www.mti.ch

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/17/2013	2:45 PM	Met with Mitchell Kuenzle at 2013 RMI Roundup in Boise. They specialize in music tours for groups and FIT's, historic train tours, jeep tours, motorcycle tours asn special outdoor experiences. They have recently started arranging tours around the Native Indians. He was very interested on getting information on the Tipi Village and availability. He also commented that the Swiss are spending more \$\$ than the Germans on their vacations. He took my motorcycle itinerary and asked about the open roads. He is welcoming any additional information on themed music ideas, trains and Native Indian information. Email to Mitchell at mti@mti.ch	Debbie Picard



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Contact

Company	RMI - Benelux	Address	Hof ter Weydeweg 10-b
Contact	Arjan Helle		
Title	Managing Director		3451 ST Vleuten,
Phone		Ext.	Netherlands
Mobile Phone		Country	Netherlands
Salutation	Arjan	E-mail	marjolein.fraanje@rmi-realamerica.nl
		Web Site	www.wildwestusa.nl

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	11:15 AM	Met with Marjolein Fraanje at 2013 RMI Roundup in Boise. She is our RMI representative in Benelux (Belgium, Netherlands, Luxemburg) People of Benelux get 30 days of vacation each year and usually take 14 days per vacation. They utilize the internet for inspiration then call on either a tour operator or travel agent to book their travel. They are looking for a unique experience (something different than all their friends are doing, for bragging rights) They are going to smaller tour operators to get that unique experience instead of the larger cookie cutter vacations.	Debbie Picard



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Contact

Company	RMI-Germany	Address	Scheidswaldstr 73
Contact	Rita Hille		
Title	Director		D-60385 Frankfurt am Main, Germany
Phone	011-49 6925 538 230	Ext.	
Mobile Phone		Country	Germany
Salutation	Rita	E-mail	rita@wiechmann.de
		Web Site	www.RMI-RealAmerica.de

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	11:43 AM	Met with Janine Wolski at RMI Roundup in Boise. Rita Hille is our RMI representative in Germany and Janine is an account manager. Germany is the only European country that is not in a recession. Germans get 30 days of paid vacation a year and feel that travel is a RIGHT. There are far more FIT travelers and small escorted bus tours. Many Germans have been to the US and the RMI region is a return trip.	Debbie Picard



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Contact

Company	Partir aux Ameriques	Address	94 Rue Lafayette
Contact	Nicolas Juban		
Title	Product Manager		Paris, 75010
Phone		Ext.	France
Mobile Phone		Country	France
Salutation	Nicolas	E-mail	Nicolas@efh-group.com
		Web Site	www.partirauxameriques.com

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	1:17 PM	Nicolas was scheduled to be at the 2013 RMI Roundup in Boise, but had to leave due to a family emergency. He did leave his information to send out to all member partners. They are an Online Travel Agency, offering a wide range of products from fly-drive, packages, activities, hotels, escorted tours to the USA, Canada and the Bahamas. They work with Rocky Mountain Holiday Tours as their preferred receptive tour operator. They are looking for all things related to Glacier Country and the RMI region. Member partners can email Nicolas at nicolas@efh-group.com	Debbie Picard



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Contact

Company	Airtouch	Address	Eerikinkatu 27
Contact	Tarja Koivisto		00180
Title	RMI Representative		Helsinki,
Phone		Ext.	Finland
Mobile Phone		Country	
Salutation	Tarja	E-mail	tarja.koivisto@airtouch.fi
		Web Site	www.airtouch.fi

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/29/2013	12:18 PM	Met with Tarja Koivisto at 2013 RMI Roundup in Boise. Tarja is our RMI representative for Scandanavia. They are a marketing company specializing in international travel. She says Scandinavia (Sweden, Norway, Finland, Denmark, Iceland) have 5 to 6 weeks of vacation each year. They are looking for cultural experiences that are personalized. They want to experience the locals and meet and talk to local people. They like the off the beaten path things to do. She is requesting more information on the Lodges in the Park. Will forward GPI information to her. She will contact me with further request for infomation about Glacier Country.	Debbie Picard



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Contact

Company	Cavaliers du Monde	Address	5, rue Moliere
Contact	Mr. Christophe LeSourd		
Title	President		94200 Ivry sur Seine,
Phone	011-331-4521 0383	Ext.	France
Mobile Phone		Country	
Salutation	Christophe	E-mail	christophe.lesourd@cavaliers-du-monde.com
		Web Site	

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	12:51 PM	Met Christophe LeSourd at 2013 RMI Round-up in Boise. They are a niche tour operator specializing in trips for expert horse riders throughout the world. Their programs include ranch programs & horseback riding itineraries for small to medium groups (40 guest maximums). They sell directly to the consumer and buy directly from ranches. Currently using Rocking Z Ranch -- looking for pack trips in our area that are similar. His clients like one week stays -- and like to ride 5-7 days. Gave him our guest ranch list in Glacier Country. He wants to know who will accommodate his 20% commission? He also wants to know if they will offer airport pickups. Member partner ranches can contact Christophe at christophe.lesourd@cavaliers-du-monde.com	Debbie Picard



Contact Report

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Contact

Company	RMI - Italy	Address	Via Carlo Pisacane, 26
Contact	Annalisa Mereghetti		
Title	Assistant Marketing & PR		20129 Milano,
Phone	011-39 023 310 5841	Country	Italy
Mobile Phone		E-mail	rockymountain@themasrl.it
Salutation	Annalisa	Web Site	www.realamerica.it

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	11:28 AM	Met with Annalisa Mereghetti at 2013 RMI Roundup in Boise. The Italians love to travel and they love to eat! The Italians get about 10 days of vacation per year. A trip to the USA is preferred destination and a trip to the RMI region is a very sophisticated trip. It is hard to book directly, they need receptive tour operators to arrange. It's the more "mature" Italian traveler who comes to our region, maybe their 3-4 visit, and they are looking for a more authentic experience. Motorcycle tours are on the rise and travel to US is up 6% over last year.	Debbie Picard



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Contact

Company	Generaltour	Address	Rue de Tilice 15
Contact	Gerald Ponsard		
Title	Product Manager		Herstal, 04041
Phone		Ext.	Belgium
Mobile Phone		Country	
Salutation	Gerald	E-mail	to4@generaltour.be
		Web Site	www.generaltour.be

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	11:06 AM	Met with Gerald Ponsard at 2013 RMI Roundup on Boise. Generaltour is a worldwide tour operator offering escorted tour and self drive itineraries. The receptive tour operators that they work with are AlliedTPro, Go West, Alamo City and Sight NY. This was their first time at RMI Roundup. He has lodging possibilities for clients in the Whitefish, Kalispell area and Missoula area but needs options inbetween on Hwy 93. He said that his clients do no like to drive more than 4 hours a day and want sightseeing options. I gave him our suggested itineraries and suggested member parnter hotels on Hwy 93. He is looking for photos of wildlife to use in brochures to promote the region.	Debbie Picard



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Contact

Company	Destination Canada	Address	217a The Parade
Contact	Michael Pound		
Title	Product Manager		Norwood SA, 5067
Phone		Ext.	Australia
Mobile Phone		Country	
Salutation	Michael	E-mail	michael@destinationcanada.com.au
		Web Site	www.destinationcanada.com.au

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	9:37 AM	Met with Michael Pound and Neil Moreton at 2013 RMI Roundup in Boise. They are an independant travel wholesaler that focuses on Canada but want to expand their product range into USA. They are looking for the "road less traveled" along with iconic products for small groups, self drives. They want unique accommodations, wildlife and adventure activities with lots of authentic experiential activities. They are at RMI looking for unique ranch stays, kayaking and canoeing opportunities, fishing, horseback riding, river rafting and cruising, lodges, resorts and native experiences. All member partners with these offerings are welcome to send and email to Michael at michael@destinationcanada.com.au	Debbie Picard



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Contact

Company	America 4 You LLC	Address	PO Box 2214
Contact	Lena Ross		
Title	Director of Product Development		Fullerton, CA 92837-2214
Phone	(714) 447-3826 Ext.	Country	
Mobile Phone		E-mail	lena@america4you.net
Salutation	Lena	Web Site	www.america4you.net

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	10:54 AM	Met with Lena Ross at 2013 RMI Roundup in Boise. They are one of 2 official RMI receptive tour operators and sell soft adventure travel including ranch vacations, National Park adventures, city programs, Native Indian culture, winter vacations and flexible self drive itineraries. They work with over 40 European Operators, specializing in Germany. They are hoping to re-establish old contracts and learn about new products. Member partners that are looking to contract with a receptive tour operator to reach the European International market can contact Lena at lena@america4you.net	Debbie Picard



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Contact

Company	Intertravel	Address	Via de Lamberti 39/41R
Contact	Elisabetta Rossi		
Title	Product Manager	Country	Firenze, 50123, Italy
Phone	39 (055) 280 706	Ext.	
Mobile Phone		E-mail	erossi@shermanviaggi.it
Salutation	Elisabetta	Web Site	

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	8:57 AM	Met with Luciano Loi at 2013 RMI Roundup in Boise. They are Florence based with sales in northern Italy specializing in USA, Canada and the Caribbean for FIT's and some groups. Their main clients are honeymooners and repeat clients that require tailor-made services in both the summer and winter. They do work with receptive operators including AlliedTPro, RMHTours, ATI, Bonotel, TeamAmerica, Tourico and Tourmappers. Luciano said they are in need of information on resorts, lodges and skiing information in the RMI region. They are familiar with Whitefish, but what else? I have followed up with photos, ranch and lodge information. Member partners can forward further information to info@shermanviaggi.it	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
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Contact

Company	AUSanders Reisen	Address	Oberstr.42
Contact	Martin Sanders		
Title	Owner		52382 Niederzier,
Phone	001-49-2428 951294	Ext.	Germany
Mobile Phone		Country	
Salutation	Martin	E-mail	martin@ausanders.de
		Web Site	http://www.ausanders.de/

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/17/2013	2:37 PM	Met with Martin at the 2013 RMI Roundup in Boise. He also produces a True Wild West brochure. Germans are traveling and want to come to the US. He is working with FTI in Munich and selling self drive tours and extended coach tours with German guides in the RMI region. Their newest focus is on weddings in the USA ans are looking for wedding arrangements at Ranches or special places in the RMI region. They have partnered with MTOT on brochures for wedding packages. They work with receptive operators RMHTours and FTI and also book direct. If your ranch is interested in the foreign wedding market your can contact Martin at martin@ausanders.de	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Safrans du Monde	Address	54 rue Taitbout
Contact	Nadine Saulnier		
Title	Product Manager		Paris, 75009
Phone		Ext.	France
Mobile Phone		Country	France
Salutation	Nadine	E-mail	guy@safransdumonde.com
		Web Site	www.safransdumonde.com

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	1:38 PM	Met with Nadine at the 2013 RMI Roundup in Boise. They create tailor-made tours and vacations to over 60 destinations worldwide for FIT and small groups. Among other recognitions they are members of the Orient-Express Bellini Club and VIP hosted buyers of PUnre Lifetime Experiences. They focus on VERY high end and genuine properties in our area. All high end ranch and hotel properties are welcome to send Nadine their information at guy@safransdumonde.com	Debbie Picard



Contact Report

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Contact

Company	Rocky Mountain Holiday Tours	Address	PO Box 2063
Contact	Gary Schluter		
Title	Owner		Fort Collins, CO 80522
Phone	(970) 482-5813	Ext.	
Mobile Phone		Country	
Salutation		E-mail	gary@rmhtours.com
		Web Site	

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	10:43 AM	Met with Gary Schluter and Chris Pilley at 2013 RMI Roundup in Boise. They are one of the two official receptive tour operator for RMI for our region and specialize in National Parks. He says business volume continues to grow, especially FIT and small groups. RMHTours is booking a lot more business in Glacier Country than any other receptive tour operator and if our partners are considering contracting with a receptive to work with the international market, they should contact Gary. I can give more information to any member partner wondering about working with a US based receptive tour operator. or email Gary at gary@rmhtours.com.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Flex Travel, TUI Suisse Ltd.	Address	Friesenbergstr. 75
Contact	Gabriela Traver		
Title			Friesenbergstr. 75,
Phone		Country	Switzerland
Mobile Phone		E-mail	gaby.traber@tui.ch
Salutation	Gabriela	Web Site	www.flextravel.ch

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/17/2013	2:55 PM	Met with Trudi Hurni at 2013 RMI Roundup in Boise. Gabi from their office was part to the RMI Mega Fam 2 years ago so they have knowledge from her for their clients. Flextravel is part of TUI Suisse Ltd, Europe's largest tourism company. They are at Roundup to learn about anything new in the region. They are specifically looking for Guest and Working Ranches as well as outdoor activities. I gave her our ranches list in Glacier Country and she was familiar with them but could always us a refresher. She is also interested in the outdoor activities at WMR and the aerial park. Please forward your information onto Trudi at trudi.hurni@flextravel.ch	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Alaska Airlines	Address	66 Avenue Champs Elysees
Contact	Catherine Vaurillon		
Title	Account Manager		75001 Paris,
Phone		Ext.	France
Mobile Phone		Country	
Salutation	Catherine	E-mail	alaskaairlines@apg.fr
		Web Site	

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	12:31 PM	Alaska Airlines is one of the preferred RMI partners for the third consecutive year. Alaska Airlines provided the French RMI office free tickets for the French participants to the Roundup between Seattle and Boise. Alaska Airlines has made significant headway with the French market and is now positioned as one of the top carriers to reach various cities of the RMI region in conjunction with the transatlantic flights from France. She was at RMI so that all European participants will think of Alaska Airlines when scheduling flights to the US. No follow up needed at this time.	Debbie Picard



Contact Report

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Contact

Company	Aireka/Go Amerika.nl	Address	Singel 302
Contact	Bart Verhoeff		
Title			1016 AD Amsterdam,
Phone		Country	Netherlands
Mobile Phone		E-mail	bart@aireka.nl
Salutation	Bart	Web Site	www.aireka.nl

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/16/2013	10:54 AM	Met with Bart Verhoeff at 2013 RMI Roundup in Boise. Aireka/GoAmerica is an online tour operator that specializes in fly-drive itineraries. The USA is their main destination. Most of his business is fixed itineraries that are on his website. He uses receptive operators such as Rocky Mountain Holiday Tours, American Ring, ATI, Tourico, Travelco, GTA and Bonetel. Bart was on the RMI Mega Fam 2 years ago so he is very familiar with Glacier Country. He is looking for great photos to use on his facebook promotions. He would also like me to look at his website and give hime suggestions (I will.) I will also send him the link to our group photos and he will let me know if he needs anything further. He suggests that the best way our members can work with him is to work with one of the receptive operators for shoulder season accommodations.	Debbie Picard



Contact Report

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Contact

Company	USAtur.no	Address	Kirkegaten 32, 0153
Contact	Annette Yssen		
Title			Oslo,
Phone		Ext.	Norway
Mobile Phone		Country	
Salutation	Annette	E-mail	anny@USAtur.no
		Web Site	www.usatur.no

Notes

Date Range: 4/1/2013 - 4/30/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/23/2013	10:35 AM	Met with Annette Yssen at 2013 RMI Roundup in Boise. USAtur.no specializes in trips from Scandanavia to the USA and Canada for groups and FIT. Scandanavians get 5 to 6 weeks of vacation each year and are looking for personalized cultural experiences and to meet the local people. USAtur.no coordinate FIT's with rental car or RV and are at RMI to learn more about itineraries and places of interest in the RMI region. This is her fist trip to the region so we spent the appoinment going over what Glacier Country can offer her clients. She took all of our suggested itineraries to review. I will forward website suggestions based on our conversation. Member partners can follow us with Annette via email at anny@usatur.no	Debbie Picard