



# Contact Report

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

## Contact

Company	Destination America	Address	801 East Katella Avenue
Contact	Morten Anthun		
Title	Director of Product		Anaheim, CA 92805-6606
Phone	(714) 385-2546	Ext.	Country
Mobile Phone			E-mail
Salutation			morten.anthun@dest-amer.com
			Web Site

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	4:13 PM	Met with Mireya Barba at Go West Summit 2014 Tacoma. (Supplier request) Glacier Country has been working with Morten for the last several years to dial in a series of 6 departure dates to GNP. Morten is no longer with DA and Mireya is our new contact, however she said she will likely send us to their Canadian product manager Tom McCoy since we are more in his territory than hers which is southwest. She didn't have anything in her notes to discuss, so the tours must be running well without too much fuss. She said to follow up with Tom when I get back from Go West Summit.	Debbie Picard



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## Contact

Company	Evergreen Escapes	Address	
Contact	Maria Borisov		
Title			Seattle, WA
Phone	(206) 650-5795	Ext.	
Mobile Phone		Country	
Salutation	Maria	E-mail	maria@evergreenescapes.com
		Web Site	www.evergreenescapes.com

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/19/2014	10:42 AM	Met with Maria at Go West Summit 2014 Tacoma. This is a company that should have a Glacier Country product. I've know Jake (owner) for years. They are a higher end/luxury adventure tour operator, boutique receptive. They strive to blend the best of the Cascadian region includes San Francisco up to Vancouver BC. Because of the adventure and nature aspect they think that a Glacier National Park is as far east as they would go. They design escorted and fly/drive and incorporate the culinary end of travel as well. Maria was interested in the high end properties/unique and boutique and the culinary end of our region. GC partner members wanting to share their product with Evergreen Escapes can contact Maria at maria@evergreenescapes.com	Debbie Picard



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## Contact

Company	One Stop Travel Inc.	Address	1082 Pale San Vitores Rd
Contact	Norman Chang		Ste 312
Title			Tamuning, Guam 96913
Phone		Ext.	
Mobile Phone		Country	
Salutation	Norman	E-mail	ostravel@teleguam.net
		Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	3:56 PM	Met with Norman at Go West Summit - Tacoma (Tour operator request) One Stop is a full service outbound retail travel agency in Guam since 1991. They deal in incentive and student groups now by mainly to the Asia/Pacific region due to proximity. They are at Go West to meet and see what is available in this region of NA. We discussed the National Parks and GNP would be down the road for them. He has our information, so no follow up is needed at this time.	Debbie Picard



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## Contact

Company	Socuri Pass & Travel	Address	110-040, 2F, 16 Jahamun-ro
Contact	Jeremie Changho Chung		
Title		Country	Seoul, South Korea
Phone		Ext.	
Mobile Phone		E-mail	jeremie@socuri.net
Salutation	Jeremie	Web Site	www.socuripass.com

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	4:51 PM	Met with Jeremie at Go West Summit 2014 Tacoma. Socuri is a web-based ticket center that travelers visit and purchase entrance tickets, museum passes, transportation tickets and day excursion passes. We tried to find a fit in Glacier Country, but they are looking for more big city stuff. Easy access passes that can be discounted on their website. We determined that this is not a great match for a meeting.	Debbie Picard



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## Contact

Company	Travel Pacificana	Address		
Contact	Theresa Cruz			
Title				
Phone		Ext.	Country	Guam
Mobile Phone			E-mail	
Salutation	Theresa		Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/20/2014	3:13 PM	Met with Theresa at Go West Summit 2014 Tacoma. (profile match) They are a full service agency providing travel services to both leisure and business travellers. They sell their tours on Globus and Cosmos. Guam has a direct flight to Seattle so she felt that was the best access to our area. She was very interested about he Amtrak aspect of our region. She would like to have contact information to GPI and Xanterra. Will forward information to her.	Debbie Picard



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## Contact

Company	Sichuan China Youth Travel Services	Address
Contact	Yang Feng	
Title		
Phone	Ext.	Country
Mobile Phone		E-mail
Salutation	Yang	Web Site

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/19/2014	3:20 PM	Met with Yang at Go West Summit 2014 Tacoma. SCYTS claims to be the most famous travel agency in China. They arrange FIT and group tours. I met with his counterpart yesterday. He did not speak english so the communication was difficult. We looked through and I explained the photos on my ipad and he seemed to understand english. I gave him our thumb drive for more information. He kept saying NICE and BEAUTIFUL. He said he is just familiarizing himself with the Montana and the RMI region. No follow up needed at this time.	Debbie Picard



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## Contact

Company	Tourico Holidays	Address	220 E. Central Parkway
Contact	Lauri Gagnon		Suite 4000
Title	Marketing Coordinator		Altamonte Springs, FL 32701
Phone	(407) 667-8700	Ext.	
Mobile Phone		Country	
Salutation	Lauri	E-mail	lauri.gagnon@touricoholidays.com
		Web Site	www.touricoholidays.com

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	5:25 PM	Met with Andre Whitt at Go West Summit 2014 Tacoma. (supplier request) Tourico Holidays is a leading global travel brokerage company. They are looking to contract directly with travel providers with a focus on hotel chains and cruise lines.. They work on a wholesale model to broker this inventory to international businesses using a proprietary technology. Deep discounts are required and a commission paid to be included on their website/catalogs. Feel free to contact Andre for more information andre.whitt@touricoholidays.com	Debbie Picard



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## Contact

Company	America International Travel Services	Address	1273 Rosita Road
Contact	Yama Gao		
Title			Pacifica, CA 94044
Phone		Ext.	
Mobile Phone		Country	
Salutation	Yama	E-mail	yamagao@aits-usa.com
		Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/20/2014	3:38 PM	Met with Yama at Go West Summit 2014 Tacoma. (tour operator request) They are an outbound agency specializing in Chinese travellers to the US. In 2012 they helped 18,000 travel to the US. More than 60 % of their clients are interested in the Western US so they are at Go West to gather information for tour for clients. 80% of their business is FIT. They are in need of contact information for Xanterra, GPI and Whitefish area specifically. I shared information and gave a thumb drive for future needs. No specific follow up is needed at this time.	Debbie Picard





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## Contact

Company	US-Canada Health Tour & Travel	Address	P. O. Box 32230
Contact	Mr. Ali Ghaemi		
Title	Travel Planner		Washington, DC 20007-0530
Phone		Ext.	Country
Mobile Phone			E-mail
Salutation	Ali		HealthTourTravel@aol.com
			Web Site

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	5:14 PM	Met with Ali at Go West Summit 2014 Tacoma. US-Canada Health Tours and Travel is a private travel planning consultancy targeting the outbound markets of the Middle East (persian gulf countries) for FIT and VIP health/medical-related travel. His idea is to offer a variety of Western destination with health, wellness, spa, relaxation including agritourism (farm to table) and food health. He thinks Montana is a prime destination for his clients. He visited Whitefish for 10 days and loved it. We talked area, activities and how GC fits into his sales. He took my information on the thumb drive and will call me with follow up questions and needs.	Debbie Picard



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## Contact

Company	Sports Leisure Vacations	Address	9812 Old Winery Place, Suite 1
Contact	Mark Hoffman		
Title	Owner		Sacramento, CA 95827
Phone	(916) 361-2051	Ext.	
Mobile Phone		Country	
Salutation	Mark	E-mail	marcs1t@aol.com
		Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/19/2014	3:27 PM	Met with Scott Angeletti at Go West Summit 2014 Tacoma. We have worked with Sports Leisure for years and Scott is the GNP tour expert. They run a 4 day tour every year and usually have 25-28 people. Fly in to GPIInternational. Stay at Grouse, utilize their shuttle services. He would love to take them to Bigfork (loves that town.) He loves coming and figures he could get more to come if hotels weren't so expensive. They are very familiar with Montana and also have the opportunity to sell onto a TAP partners tour that comes through the area. No specific follow up at this time.	Debbie Picard



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## Contact

Company	Saturn Air Travel Services Inc	Address	801 Daisin Bldg
Contact	Dwight Kim		
Title			Seoul,
Phone		Country	South Korea
Mobile Phone		E-mail	dw.kim@saturnair.com
Salutation	Dwight	Web Site	www.usplustravel.com

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	4:38 PM	Met with Dwight at Go West Summit 2014 Tacoma. (perfect match) They are a wholesaler of air line tickets. They focus on honeymoon destinations. We spent our meeting talking about the great locations in Glacier Country for weddings and honeymoons. He requested honeymoon lodging and I gave him lots of ideas for future honeymooners. He was also very interested to learn about GNP. Member partners that have a honeymoon package to promote can email Dwight at dw.kim@saturnair.com	Debbie Picard



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## Contact

Company	Shanghai Citic International Travel Services	Address		
Contact	Matt Kong			
Title				
Phone		Ext.	Country	China
Mobile Phone			E-mail	aatcsha@gmail.com
Salutation	Matt		Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	4:29 PM	Met with Matt at Go West Summit 2014 Tacoma.(tour operator request) CITIC markets inbound and outbound travels to and from China. Domestic tours for Chinese citizens. They are an expert on VISA handling and serve as consultants and agents for exit and entry by private Chinese citizens. Matt had an interpreter and did not speak any English.He wanted to know if we has a Chinese visitor guide (told Marlee to stop by his booth) He was familiar with Banff. August is his high season for travelers. I gave him our thumb drive for future reference. He kept asking for pricing and I told him that I did not contract so I do not set prices.No follow up needed at this time.	Debbie Picard



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## Contact

Company	Gala Tours	Address	
Contact	William Kwong		
Title			CA
Phone		Ext.	Country
Mobile Phone			E-mail
Salutation	William		Web Site

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/19/2014	10:26 AM	Met with William at Go West Summit 2014 Tacoma. Gala tours specializes in bringing FIT and groups from South East Asia, Hong Kong and China. Their programs include educational groups, exhibition groups and incentive groups. We talked about a group he currently had coming to Mt. Rushmore and South Dakota. He thinks that a Yellowstone/GNP would be a good fit for his youth program. He is interested in staying in dorms or hostels (group of 50 students). I told him about the UM dorms as a base and then seeing Glacier Country from there. Might need something else up in the northern tier as well. I will follow up with ideas and suggestions.	Debbie Picard



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## Contact

Company	Liaoning Century International Travel Services	Address	
Contact	Sun Guang Li		
Title			Shenyang City,
Phone		Country	China
Mobile Phone		E-mail	sun_guangli@163.com
Salutation	Sun	Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/20/2014	1:48 PM	Met with Sun at Go West Summit 2014 Tacoma. (profile match) LCITA is one of the largest outbound travel agencies in the NW region. The US market is very important to them. On average they send about 1000 tourists each year. 2014 they expect to send 1300 visitors to the US. They are at Go West Summit to expand their knowledge of the western part of the US. They have a direct flight into Seattle so think that Glacier Country is a perfect fit. She is looking for a receptive in Kalispell and possibly a Chinese translator for the trip. Will follow up with Sun.	Debbie Picard



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## Contact

Company	Creative Tours	Address	2446 Berkshire Court
Contact	Michael Mishko		
Title	CEO/President		Kissimmee, FL 34746
Phone	407-396-9759	Ext.	
Mobile Phone		Country	
Salutation		E-mail	creativetoursflorida@yahoo.com
		Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/20/2014	1:16 PM	Met with Michael at Go West Summit 2014 Tacoma. (marriage proposal ) They specialize in UK groups traveling to the western US, as well as student/senior groups from Florida. They offer ski tours in winter and custom/adventure tours in summer. He is planning to bring a ski group to Whitefish at the end of February 2015. He is pretty set with his needs for this group. He does want to expand his summer offerings in Montana. He wants a Yellowstone/ GNP itinerary. I will send him one and those partner members that would like to follow up with Micheal can email him at creativetoursflorida@yahoo.com	Debbie Picard



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## Contact

Company	JTB Corporate Sales Inc.	Address	26F Shinjuku Park Tower
Contact	Hiroaki Nishikawa		
Title	Chelf Manager		Tokyo, 163-1065
Phone	(035) 909-8007	Ext.	Country Japan
Mobile Phone		E-mail	h_nishikawa721@bwt.jtb.jp
Salutation	Hiroaki	Web Site	www.jtbbwt.com

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	4:21 PM	Met with Hiroaki at Go West Summit 2014 Tacoma. (supplier request) JTB Corporate works with Japanese corporations on incentive travel options. His average group size is 20-150. He is looking for unique venues for his incentive meetings business. I sent him links to our high-end ranch properties last year. He says that our destination is right along what he is looking for. Love the GNP area. Member Partners that are wanting to target the corporate incentive traveler are welcome to contact him at h_nishikawa721@bwt.jtb.jp	Debbie Picard





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Missoula, MT 59802

## Contact

Company	Shin Heung Travel Agency	Address	7F ShinHeung
Contact	Sally Oh		
Title			Seoul,
Phone		Ext.	South Korea
Mobile Phone		Country	
Salutation	Sally	E-mail	ohsj5555@naver.com
		Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/19/2014	10:16 AM	Met with Sally at Go West Summit 2014 Tacoma. This travel agency works with corporate travel 50% incentive travel 30% and leisure/honeymoon/golf travel 20% out of South Korea. This was a tough appointment since Sally didn't speak any english. I showed her photos, and talked about GC assets as a incentive/honeymoon destination and gave her our jump drive. No follow up needed.	Debbie Picard



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## Contact

Company	Deira Travel & Tourist Agency	Address	Abu Hail
Contact	Mr. Thilak Rajkumar		
Title	Tours Manager		Dubai, 52972
Phone	971 4 2684455	Ext.	Country
Mobile Phone			United Arab Emirates
Salutation	Thilak	Web Site	E-mail
			sudheesh@deiratravels.ae

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	4:03 PM	Met with TP at Go West Summit 2014 Tacoma - (Perfect match) Diera is located in Dubai City with 12 branch offices. They are a one stop shop dedicated to providing service to corporate, leisure, MICE and all other travel services. We discussed VISA issues and I will send him a link to the Brand USA for information. He also asked for our itineraries sent to him via email. He is very interested in events and activities in and around GNP. Their clients typically take 4-7 day trips.	Debbie Picard



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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: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/20/2014	1:34 PM	Met with Chris Pilley at Go West Summit 2014 Tacoma. (mutual request) RMHT is a receptive tour operator based in Colorado. They are the official receptive for RMI and specialize in the Western US especially the National Parks. FIT lodging is their biggest focus, they also work with ranches, activities of all types and resorts. Chris says they are booking a lot in the Kalispell area, and some in Whitefish. For partners that want to work with international visitors, I highly recommend that they contact RMHT for a discussion on how they can work with your business to promote it to the international visitor. Email Chris at chris@rmhtours.com	Debbie Picard



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## Contact

Company	LT Tours	Address	3662 E. Russell Rd
Contact	Mot Shimazaki		
Title	Sales/Operations		Las Vegas, NV 89120
Phone	(702) 476-5500	Ext.	
Mobile Phone		Country	
Salutation	Mot	E-mail	musttours@gmail.com
		Web Site	www.trailhandlertours.com

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/20/2014	1:24 PM	Met with Bill and Ryan at Go West Summit 2014 Tacoma. (mutual request) LT Tours operates out of Las Vegas and is a consulting company for other tour companies that are interested in expanding their tour operations. They are are Go West to get new ideas. They love GNP and their clients did too. They fly into Kalispell, Red Bus GNP, stay in East Glacier, utilize Glacier Raft Co. They currently have 2 departures of Japanese clients at the end of June and early July. They will call me if they need anything else. They based a lot of their itinerary on our suggestions from last year.	Debbie Picard



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## Contact

Company	MWT International Mountain West Travel, Inc	Address	2785 E. Russell Rd, STE C
Contact	Steven Tokita		
Title	President		Las Vegas, NV 89120
Phone	(702) 270-2704	Ext.	
Mobile Phone		Country	
Salutation	Steven	E-mail	steve@mwt.com
		Web Site	www.mwt.com

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2014	5:04 PM	Met with Yukari Krome at Go West Summit 2014 Tacoma. MWT is a Las Vegas based tour operator specializes in Japanese, Malaysian, and Middle Eastern markets. They currently have national park tours in the SW, Yellowstone, and Yosemite -- and are scouting for new tours. Their clients love nature trips and they figure that 80% of their business are nature tours. She took my thumb drive for future planning. They have been focusing on the tradeshow business. She thinks that if a tradeshow is in Seattle that GNP would be a great fit for an extended trip. We talked about Amtrak as well. She does not need any follow up at this time.	Debbie Picard



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## Contact

Company	Beijing ZhongQiao International Travel Ltd.	Address	Blue Castle Int. Center
Contact	Leo Wu		
Title			Beijing,
Phone	Ext.	Country	China
Mobile Phone		E-mail	yunlingwu158@163.com
Salutation	Leo	Web Site	

## Notes

Date Range: 3/1/2014 - 3/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/20/2014	3:07 PM	Scheduled to meet with Leo at Go West Summit 2014 Tacoma. When I arrived for our schedule appointment he had left early to catch a flight but left his card to follow up. They are a leading travel company specializing in marketing and organizational international travel including visa, hotel, transportation, meals and attractions. I will follow up with Leo to see what he needs from Glacier Country.	Debbie Picard