



Contact Report

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

Contact

Company	Designer Tours	Address	
Contact	Olga Arima		
Title			Sao Paulo, Brazil
Phone		Ext.	
Mobile Phone			Country
Salutation	Olga		E-mail
			Web Site
			olga@designertours.com.br
			www.designertours.com.br

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	11:45 AM	IPW15 Orlando. Scheduled an appointment but no-show. This is their bio. Designer Tours is a privately owned company by two partners sharing the same passion for travel. Established in São Paulo, Brazil, Designer Tours has been Wholesaler, Tour Operator and Retailer for more then two decades sending clients to the world's most luxurious, exciting and exotic destinations whether they are Individual, Group or Incentive trips. I will follow up to see if they need more information.	Debbie Picard



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Contact

Company	Orbitz Worldwide	Address	500 West Madison
Contact	David Bahlman		Suite 1000
Title	Director, Destination Marketing		Chicago, IL 60661-000
Phone	(312) 260-2317 Ext.	Country	
Mobile Phone		E-mail	david.bahlman@orbitz.com
Salutation	David	Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	3:44 PM	Met with David at IPW15 Orlando. They are an Internet travel company that enables travelers to research, plan, and book travel products. OWW provides destinations with global marketing reach; North America - Orbitz.com, Europe - eBookers and Hotel Club - Global. Orbitz Worldwide partners with destinations to inspire travel. Motivate travelers to be our next visitor while they research, plan and book. Met with David and Tommy Martinez and they presented Montana coop. Levels are \$2500/\$5000/\$10,000. 6-8 partners, runs July-June, direct to hotels. Marlee will review the plan and see if it fits or marketing plans and budget. No other follow up needed.	Debbie Picard



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Contact

Company	My Planet/Marco Polo	Address	Soeren Frichs Vej 34 A
Contact	Morten Engsig Barasinski		
Title			Aabyhoej, DK 8230,
Phone	45-7012 5011	Ext.	Denmark
Mobile Phone		Country	
Salutation	Morten	E-mail	meb@MYPLANET.com
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	9:58 AM	Met with Dorte Kuula at IPW15 Orlando. My Planet and MorcoPolo are the most respected brands in the travel industry in Denmark. 60% of MyPlanet visitors are going to the US and they are FIT self-drive and RV holidays. Nature is key to them and they would like to expand the Montana and RMI region. Discribed GNP and Blackfeet, Flathead and Missoula and the authentic and REAL experiences. GC partners can follow up at doku@myplanet.dk	Debbie Picard



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Contact

Company	TourConsult International	Address	Am Mantel 1
Contact	Nora Baumann		
Title	Managing Director		Bruchsal, 76646,
Phone	49 (7251) 3926045	Country	Germany
Mobile Phone		E-mail	baumann@tourconsult.com
Salutation	Nora	Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	12:12 PM	Met with Nora at IPW15 Orlando. Specialize in long haul travel, tailor-made vacations including hotels, resorts and hideaways, fly-drives, motorhome rentals, bus tours, city trips, adventure tours. Selling direct through www.tourconsult.com Small company, started selling US 4 yrs ago. Don't have many Montana programs but want to build this. (RMI-German rep recently did training in their office.) Clients interested in ranches (25-50 yrs old), RV trips (40-60 yrs old) in nicer campgrounds, occasionally hotels. No prepackaged tours, all are customized. Interested in winter product with unique experiences, reviewed snowmobile, dogsled, sleigh ride. Gave ranch sheet and MT USB. GC partners can follow up with Nora.	Debbie Picard



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Contact

Company	Travelzoo Canada Inc.	Address	
Contact	Faith Brillinger		
Title			Toronto
Phone		Ext.	Canada
Mobile Phone		Country	fbrillinger@travelzoon.com
Salutation	Faith	E-mail	www.travelzoo.com
		Web Site	

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	2:22 PM	Met with Faith at IPW15 Orlando. Travelzoo Inc. (NASDAQ: TZOO) is a global Internet media company. With more than 26 million subscribers in North America, Europe, and Asia Pacific and 25 offices worldwide. They publish deals for more than 2,000 travel, entertainment and local companies. Travelzoo Deal Experts review offers to find the best deals and confirm their true value, a unique differentiator. They have over 1.5 million subscribers in Canada. Very high end affluent clients, US is #1 selling destination. Have a program with Brand USA to engage and inspire travelers. \$10K minimum for member targeting. I don't think there is much follow up needed from us at this time.	Debbie Picard



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Contact

Company	AmericanTours International, LLC	Address	6053 West Century Boulevard
Contact	Nimfa Calalang		L.A. International Airport
Title	Product Manager		Los Angeles, CA 90045-0000
Phone	(310) 641-9953	Country	
Mobile Phone		E-mail	nimfa_calalang@americantours.com
Salutation	Nimfa	Web Site	

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:31 PM	Met with Nimfa at IPW15 Orlando. Had just met with her at Go West in Colorado Springs. They currently do FIT/ family drive tours in our area -- and more are being developed. ATI packages hotel, car, and activities, typically 7-14 day trips. They usually customized to suit clients from the suggested itineraries in their tariff, including the "Best of the West" and "Grand MT". They do a combo of basic hotels and ranches (that will take vouchers). They had a great working relationship with GPI when they held the park concessions contract. She wanted me to tell Mark HI. She wanted to hear about any new hotels (Red Lion Polson) ATI now has an office in Beijing, which is slowly growing bus tours to the USA.but currently they just offer fly drive in Montana with product in Kalispell and Missoula. They have a new tour North by Northwest: staying in Kalispell for 2 nights (Red Lion) and Whitefish 2 nights. They have 5 departure dates start in San Francisco end in Calgary (19 days) They need more hotels in Missoula. Also looking for restaurants and attractions info in the area, including ziplines. All GC partners can follow up with Nimfa at nimfa_calalang@ameriantours.com	Debbie Picard



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Contact

Company	Gastaldi1860	Address	Via Restelli, 5
Contact	Mariangela Candiani		
Title			Milan, 20124
Phone		Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Mariangela	E-mail	mcandiani@gastaldi1860.it
		Web Site	www.gastaldi1860.it

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	11:40 AM	Met with Mariangela at IPW15 Orlando. They offer fly-drive itineraries and are only online. They do some escorted tours. They are looking for an authentic Cowboys and Indians experience and have requests for ranch stays. She works with Olga (RMI Italy rep) and RMHTours so is knowledgeable about Montana. Families, couples, small adult groups. She needed itinerary suggestions for Montana. Sent her with USB with itineraries built. Receptives they use include Team America, ATI and Tourico. For self drives they use American Ring. Billings and YNP are the only MT product. Follow up with Mariangela at mcandiani@gastaldi1860.it	Debbie Picard



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Contact

Company	AFC Vacations	Address	6450 Luck Blvd #E210
Contact	Randy Case		
Title			San Diego, CA 92121
Phone		Ext.	COUNTRY
Mobile Phone			UNITED STATES
Salutation	Randy		E-mail
			rcase@afctours.com
			Web Site

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	1:30 PM	Met with Randy at IPW15 Orlando. AFC (Affordable First Class) Vacations specializes in escorted, leisurely paced, fly drive and motorcoach tours for upscale mature travelers. He is looking for experiential attractions/events. GPI talked about lodging around GNP for his groups of 45 people from UK for 2016 and 2017. He is interested in putting together an itinerary for YNP to GNP with a stop in Missoula. Or he talked about a 3-park tour in honor of NPS Centennial. Follow up with Randy at rcase@afctours.com	Debbie Picard



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Contact

Company	Grand Travel Inc.	Address	
Contact	Catherine Chu Ko		
Title			Taipei,
Phone		Ext.	Taiwan, Province of China
Mobile Phone		Country	
Salutation	Catherine	E-mail	chuko@dragontr.com.tw
		Web Site	www.dragontr.com.tw

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	2:25 PM	Met with Catherine at IPW15 Orlando. The company has inherited the popular tour product "Dragon Tours" from Dragon Van Lines and provides regular and incentive tours to all attractive destinations in the world. It is an IATA appointed agent and serves as Taiwan Partner of Carlson Wagonslit Travel. It runs six branch offices in Taiwan, with a sales force of 220 employs. Tai visitors like to do photography tours, hiking groups, family trips. Many trips for women who are retired who get away from family for 2-4 weeks. Some travel independently, others with several other women, they are quite independent. Interested in spa, meditation. Also work the Chinese market. Work with Tauck. They have innovative program on their platform with images and info, local links about destination, transportation. In September she is presenting to group about Montana - needs images, videos, information that she will translate although wants translated guides too. Working with Marlee on needs for presentation. Additional follow up can be with Catherine.	Debbie Picard



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Contact

Company	Battered Suitcase	Address	
Contact	Richard Church		
Title			
Phone		Ext.	Country
Mobile Phone			United Kingdom
Salutation	Richard		E-mail
			batteredredsuitcase@gmail.com
			Web Site

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	2:07 PM	Met with Richard at IPW15 Orlando. They are a UK based tour operator (new only 11 months) specializing in UNESCO World Heritage List (Cultural, Historical, National Parks.) They manage travel arrangements in the tailor made FIT market. He was very interested in a Montana itinerary (10-14 day) with more activities than the typical visitor. Wants information on GNP, Blackfeet and Flathead, Lewis & Clark, Wild Horse Island, Bitterroot Valley, basically all of our region. GC partners can follow up with Richard at batteredredsuitcase@gmail.com	Debbie Picard



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Contact

Company	Hotelplan	Address	Sägereistrasse 20
Contact	Melissa Clausen		
Title			CH-8152 Glattbrugg,
Phone		Country	Switzerland
Mobile Phone		E-mail	melissa.clausen@hotelplan.ch
Salutation	Melissa	Web Site	www.hotelplan.ch

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	9:21 AM	Met with Herbert Mueller at IPW15 Orlando. They are the largest tour operator in Switzerland specializing in Fly-drive, escorted and special services. They want to find that special western experience for their clients. They offer train travel and like that Montana is a good place for that. Looking to work with ranches and lodges in the RMI region. Sell as 2nd or 3rd tier destination. They work with RMHT as the preferred Receptive in the region as well as FTA, ATI, Bonotel, American Ring Travel and Go West Tours. He has been to GNP 3x (2 summer, 1 winter) GC partners can follow up with herbert.mueller@hotelplan.ch	Debbie Picard



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Contact

Company	HotelPlanner.com	Address	777 S. Flagler Dr.
Contact	Candice Collins		
Title			West Palm Beach, FL 33401
Phone	(800) 898-1347	Ext. 274	Country
Mobile Phone			E-mail
Salutation	Candice		www.Hotelplanner.com

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	4:06 PM	Met with Whitney Lidinsky at IPW15 Orlando. HotelPlanner.com provides online services to the global group hotel sales market. It allows customers to receive quotes online directly from hotels. They are looking for 2 to 4 star hotels in the region. Request CVBs to send list of hotels in their area to include on website (hotels in our region will have to call themselves if they want to be included.)They also operate meetings.com, a site that provides information on meetings and banquet venues for corporate and association meeting planners. They require a 10% commission and send out invoice upon checkout. All properties in GC that wish to participate contact Whitney at whitney.lidinsky@hotelplanner.com	Debbie Picard



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Contact

Company	NRV Holiday	Address	Treubstraat 7
Contact	Judith de Man		2288 EG
Title			Rijswijk,
Phone		Country	The Netherlands
Mobile Phone		E-mail	j.de.man@nrv.nl
Salutation	Judith	Web Site	www.nrv.nl

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	4:10 PM	Met with Judith at IPW15 Orlando. They are a Dutch tour operator for FIT to the Americas, sold online and through some travel agencies. Their clients have 2-3 weeks when traveling to the US. They don't currently have an itinerary in MT but are at IPW to find out more information. They are focused on the southern US. Gave them an overview of what western MT offers. She would like follow up from our ranches that do not have a minimum night stay requirement. j.de.man@nrv.nl	Debbie Picard



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Contact

Company	Knecht Reisen	Address	Rohrerstrasse 100
Contact	Mr. Sascha Dimitriadis		
Title	Product Manager		CH-5001 Aarau,
Phone	01-41-62-8347111	Ext.	Switzerland
Mobile Phone		Country	Switzerland
Salutation		E-mail	sdimitriadis@knecht-reisen.ch
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	3:07 PM	Met with Robin Engel at IPW15 Orlando. They are the 4th largest tour operator in Switzerland and offer a selection of FIT products to the USA. They produce 4 brochures for segments Alaska/Canada, Mortorhomes/Campers, USA, Powder Dreams (skiing and snowboarding) They work with RMHTs as the receptive in our region. They are always looking for \$ participation for brochure productions. I believe MTOT has participated in the past. They will be in Cody next year for Roundup. I will follow up with information on Red Lion Polson but no other follow up is needed at this time.	Debbie Picard



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Contact

Company	Suzhou China International Travel Service Co. Ltd	Address	
Contact	Haiyang Ding		
Title			Suzhou, China
Phone		Ext.	
Mobile Phone		Country	China
Salutation	Haiyang	E-mail	dinghy@vip.sina.com
		Web Site	www.citssz.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	10:28 AM	Met with Haiyang at IPW15 Orlando. They are both a tour operator and wholesaler that does inbound and outbound business in group travel, leisure travel, business travel and also MICE business. They are not familiar with Montana or the RMI region and she wanted to meet to with new states that she is not familiar. She wanted an overview of the region and will see if clients request our region for future travel. Took our USB with information. No specific follow up is needed at this time.	Debbie Picard



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Contact

Company	Shandon Travel	Address	
Contact	Michael Doorley		
Title			
Phone		Ext.	
Mobile Phone		Country	
Salutation	Michael	E-mail	michael.doorley@travel247.ie
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	4:47 PM	Met with Michael at IPW15 Orlando. They offer a a work and travel J1Visa programme to the USA for Irish college students and have facilitated over 24,000 young Irish to visit the USA. They are producing a brochure for 2016 to include self drive itineraries. They would like information on iconic events specific to Montana that offer unique options such as festivals and signature events. I emailed Michael with those from Glacier Country, but if any GC partner would like to follow up with him at michael.doorley@shandontravel.ie	Debbie Picard



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Contact

Company	Faszination Fernweh GmbH	Address	Wintergartenstr. 14
Contact	Manuela Duebler		
Title	CEO		D-69469 Weinheim, Germany
Phone		Ext.	
Mobile Phone		Country	Germany
Salutation	Manuela	E-mail	info@faszinationski.de
		Web Site	www.faszination-ferweh.de

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	9:03 AM	Met with Carsten Dubler at IPW15 Orlando. Faszination has specialized in golf and ski tours to the USA and Canada as well as RV vacations, outdoor adventure and motorcycle tours. Carsten Duebler came on the Sept. 2011 RMI mega-fam, so knows Glacier Country. They work with America 4 You, as a receptive. 18 day stays, fly/drive holidays are typical for their clients and they usually start off in Denver for our region. They are wanting to venture into ranch stays as their next venture focusing on longer stays. GC ranch partners are welcome to send information to Carsten at info@faszination-ferweh.de	Debbie Picard



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Contact

Company	Black Tomato	Address	40-42 Scrutton St
Contact	Elizabeth Ellis		
Title	Sales Manager		London,
Phone		Ext.	United Kingdom
Mobile Phone		Country	
Salutation	Elizabeth	E-mail	
		Web Site	www.blacktomato.com

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	4:28 PM	Met with Alex at IPW15 Orlando. Black Tomato is a travel company that work with high-end clients. They organize package tours and each trip is tailored to the individuals. They are always looking for new and cutting edge experiences that they can bring to their lifestyle conscious consumers. They and their clients are not familiar with Montana only about 150-200 currently coming to MT, but those that have LOVE it and think our regions guest ranches are perfect for what their clients are looking for. He wanted to know about winter product. Couple of suggestions made included LWL with a helicopter over GNP or the new winter accommodations at WMR that Paw's Up has. They currently work with Bonnetel and AlliedTPro as receptive operators. GC partners offering high-end accommodations and activities can follow up with Alex at e.alex@blacktomato.com.	Debbie Picard



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Contact

Company	FDM Travel	Address	Firskovvej 32
Contact	Jesper Ewald		DK-2800 Kgs
Title	Purchasing Agent		Lyngby,
Phone	(454) 527-0821	Ext.	Denmark
Mobile Phone		Country	
Salutation	Jesper	E-mail	je@fdm-travel.dk
		Web Site	www.fdm-travel.dk

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	9:43 AM	Met with Jesper at IPW15 Orlando. FDM offers a unique access to the Danish market with a 50/50 split between online and offline sales. He doesn't think Montana or the region has much awareness in the Dutch market. The Dutch usually take 6 weeks of vacation per year and the US is the top destination. 98% or FIT and they are interested in shopping and nature. Vancouver BC is very popular. He is intested in finding unique lodging options, inns & B&B's. Receptives are Travelco and American Ring. GC partners can follow up with Jesper at je@fdm-travel.dk	Debbie Picard



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Contact

Company	Evergreen Tours	Address	
Contact	Justin Ewin		
Title			Sydney
Phone		Ext.	Australia
Mobile Phone		Country	justin.ewin@evergreentours.com
Salutation	Justin	E-mail	www.evergreentours.com
		Web Site	

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	2:13 PM	Met with Justin at IPW15 Orlando. Evergreen Tours has been running tours for over 32 years. Purchased by Scenic Tours in 1998, Evergreen Tours focuses on premium escorted tour in Australia and offers a wide range of escorted coach tours and cruises worldwide. Accommodation is 4-5 star, coaches are luxurious, tours are fully escorted by a professional coach captain and tour director and portage, all sightseeing & most meals are included. Clients who travel with Evergreen are generally 50yrs +, semi-affluent and looking for a quality touring experience with flexibility and unique experience. GC partners that offer higher end accommodations and activities can contact Justin at justin.ewin@evergreentours.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	

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	10:18 AM	Met with Yinping at IPW15 Orlando. They are an outbound agency specializing in Chinese travellers to the US and are based out of San Francisco. Last year they services more than 20,000 tourists to the US. More than 60 % of their clients are interested in the Western US and they have relationships with over 800 tour operators adn travel agencies allover China. 80% of their business is FIT. They looking for full service hotels in Montana and specifically around GNP and Whitefish area for us. They took USB drive and GC partners can follow up with Yinping at pyp@aits-usa.com	Debbie Picard



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Contact

Company	Decolar.com	Address	
Contact	Mario Garelo		
Title			Sao Paulo,
Phone		Ext.	Brazil
Mobile Phone		Country	mgarelo@despegar.com
Salutation	Mario	E-mail	www.decolar.com
		Web Site	

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7/10/2015	3:17 PM	Met with Mario at IPW15 Orlando. They are the largest OTA in Latin America with offices in 15 countries throughout Latin America with over 3,000 employees. They are currently selling over 2 million roomnights annually to the US and growing. The focus of their business is mostly FIT, pre-packaged. Trips are between 4 and 7 days. Many visit Miami, Las Vegas. Are not familiar with our region. Fact finding mission. At this time they are interested in Yellowstone trips. No additional follow up is needed.	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

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	11:23 AM	Met with David Mortimer at IPW15 Orlando. This company focuses on fly-drive holidays, city breaks and a few specifically selected escorted tours across the USA and Canada. They spend a significant amount of money sending their advisors to visit all the places they want their guests to visit to make sure they have all the tips and hints to plan the perfect vacations. They currently work with these US Receptive operators; RMHT, America4You, ATI and GTA Travel. Andy was on the UK post FAM after Roundup and was looking to put together a single state itinerary for Montana. David said it is done and to look at it on their website. David is interested in attending our Montana dedicated FAM this fall. GC partners can follow up with David at david@completenorthamerica.com or Andy at andy@completenorthamerica.com	Debbie Picard



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Contact

Company	Universalturismo	Address	via Cavour 180 R
Contact	Mr. Stefano Gnerucci		
Title	Travel Consultant		Firenze 50129,
Phone		Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Stefano	E-mail	stefano.gnerucci@universalturismo.com
		Web Site	www.universalturismo.com

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Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/16/2015	11:14 AM	Met with Stepano Gnerucci at IPW15 Orlando. They specialize in FIT fly/drives into our region. Stefano has been to MT a couple times and was on the MT/ID FAM. He works well with Olga, the RMI rep in Rome. He says Italian visitors want to see everything in 15 days. Works with honeymooners. Using product in Big Sky area. Discussed Whitefish activity ideas, Butte attractions, ranches and fly fishing. Uses RMHTours, Bonotel, ATI. I will send him suggested itineraries as they are always updating their website www.strada66.com Any GC partner can follow up with Stefano at stefano.gnerucci@universalturismo.com	Debbie Picard



Contact Report

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

Contact

Company	Groupe Voyages Quebec	Address	
Contact	Julie Godbout		
Title			Quebec City,
Phone		Country	Canada
Mobile Phone		E-mail	jgodbout@gvq.ca
Salutation	Julie	Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	1:52 PM	Met with Julie at IPW15 Orlando. They are a renowned leader in Quebec for their North American tour packages. They do both group and FIT. She wants more information on Red Bus tours and boat tours in GNP. I will forward information on to her. She is also interested in Ranch stays and an agricultural program. Follow up with Julie at jgodbout@gvq.ca	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Trek America/Grand American Adventures	Address	16/17 Grange Mills
Contact	Myer Henderson		Weir Road
Title	Footloose Programme Manager		London SW12 0NE,
Phone	011-44-208-772-3758 Ext.	Country	United Kingdom
Mobile Phone		E-mail	myer@trekamerica.co.uk
Salutation	Myer	Web Site	www.trekamerica.co.uk

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	11:23 AM	Met with Iain Shields at IPW15 Orlando. They are a premium small group adventure specialist offering camping, lodging and family adventures. 80 itineraries focus on North and South Americas cities, natural wonders and iconic cultural experiences. They focus on 18-30 year olds. 70% of their clients are solo female travelers. They also have a Grand product for 40-70 year olds and families. They offer over 70 unique itineraries from 3-64 days in length. They brought stats on Montana with 118 Tour days, 1229 nights on tours, They work with TUI, Intrepid, and 20 operators from Australia, UK and Europe, with an office in Santa Rosa, CA, He said everyone is asking about 2017 solar eclipse trips and requested more info about what's planned in Montana. They are always in need of new ideas and new activities. Use local guides - discussed Glacier area guides, winter Yellowstone tours. All GC partners can follow up with Iain at ishields@trekamerican.co.uk	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Visit USA Committee - Guatemala	Address	
Contact	Ana Hillermann		
Title			Guatemala City, Guatemala
Phone		Ext.	
Mobile Phone		Country	
Salutation	Ana	E-mail	coordinadora@visitusaguatemala.org
		Web Site	www.visitusaguatemala.org

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	11:52 AM	Met with Ana at IPW15 Orlando. Visit USA Committee in Guatemala promotes travel and tourism into the U.S. The Visit USA Committee organizes a targeted International Travel and Tourism Summit every year to promote the U.S. as a travel and tourism destination. Ana is looking for new destinations and info about Montana to give agents and wholesalers. We discussed her making a webinar to use at their annual Summit to show to 400 agents. Everyone gave overview of state and guide, maps, referred her to visitmt website for more info. Interested in ski product as well. GC partners can follow up with Ana.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	USA Rejser	Address	Frederiksberggade 10
Contact	Nicolai Hjorth		
Title	Sales Manager		1459 Kobenhavn K,
Phone		Ext.	Denmark
Mobile Phone		Country	
Salutation	Nicolai	E-mail	nocolai@usarejser.dk
		Web Site	www.usarejser.dk

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	2:31 PM	Met with Nicolai at IPW13 in Las Vegas. Their main focus is North America and the Caribbean, targeting families and couples from the ages of 35+. They offer fly-drive, motorhome, vacation home, hotel and ranch vacations. Their clients have vacationed in Florida and California and along the east coast but are looking for other regions to visit. Nicolai has traveled the US and has been to both Yellowstone and GNP. Is not selling a lot of our region, but is seeing demand and clients wanting to get back to nature. Is trying to improve their RV sector. Interested in our region due to its easy driving conditions, so could be a good fit. Not much winter product currently, but would like to learn more about our region's offerings. He was very interested in unique lodging and wants more information on glamping and the tipi village. GC partners that offer unique lodging should contact Nicolai at nicola@usarejser.dk	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Perfect Travel Agency Ltd.	Address	3F, 129 Chang Chun Road
Contact	Mr. HsienChi Ho		
Title	Vice President		Taipei,
Phone		Ext.	Taiwan, Republic of China
Mobile Phone		Country	
Salutation	HsienChi	E-mail	
		Web Site	www.perfect.com.tw

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	11:15 AM	Met with HsienChi at IPW15 Orlando. Perfect Travel Agency provides packaged group tour and FIT packages for the Taiwan market. They have 12 offices and 200 staff in Taiwan. Work with Mei Mei our past rep in Taiwan who is very versed on Montana products and also works with Discover America. They only focus on YNP and not GNP (market choice). They are working on a new motorcycle aspect and would like info on Montana but feel like it's hard to get to MT with air tickets. They want to keep apprised of whats happening in our region. Add to newsletter list. No follow up is needed at this time.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Travco LLP	Address	92-94 Paul Street
Contact	Christine Hollister		
Title			London, EC2A 4UX
Phone		Ext.	United Kingdom
Mobile Phone		Country	United Kingdom
Salutation	Christine	E-mail	chollister@travco.co.uk
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:07 PM	Met with Rupert Allan at IPW15 Orlando. I had met with Christine at Go West in Colorado Springs. Again Travco is a B2B receptive operator. They core business focus is supplying hotel rooms to the travel trade. Thousands of international hotels offer outstanding selection of global accommodations at the lowest rates. They have an advanced online booking system that can be viewed in 9 major languages and hotel guides that are translated. They sold over 100,000 room nights in the US last year. They want to work with budget properties to 5 star. Any GC partners that would like to learn more about this opportunity can contact Christine at chollister@travco.co.uk or Rupert at rwallan@travco.co.uk	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	STA Travel UK	Address	
Contact	Emma Hudson		
Title			London,
Phone		Ext.	United Kingdom
Mobile Phone		Country	
Salutation	Emma	E-mail	emma.hudson@statravel.uk
		Web Site	www.statravel.co.uk

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	3:35 PM	Met with Emma at IPW15 Orlando. They are travel company that specialize in enabling students, young adults, and families to explore the world by crating experiences filled with adventure. They are in their 3rd year as Brand USA partners. They presented a new marketing campaign: Great Outdoor theme competition, Sept launch, can build Montana into platform in Sept. Requests video/film, images and spoken word as content. She will send full packet of information to Marlee. Discussed possible film connections: Warren Miller, Hatch Festival, Conrad Aanker, North Face Outdoor Gear photographer, Patagonia photographer. No specific follow up is needed at this time.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	All Ways On Wheels	Address	Le Jas du Macon
Contact	Mr. Philippe Humbert		
Title	General Manager		84410 Crillon-Le-Brave,
Phone	011-334 9012 8680	Country	France
Mobile Phone		E-mail	phumbert@phlconseil.com
Salutation	Phillippe	Web Site	www.allwaysonwheels.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	9:50 AM	Met Philippe at IPW15 Orlando. All Ways on Wheels is one of the leading companies in France producing motorcycle tours in the US. Their program utilizes different tours in the Northwest states, from 12 to 18 days. Quality of services, good tour guides and original tours are their target. They are the GWEF (GoldWing European Federation) partner and Official Honda travel agent and work also with BMW Moto Club France and some Harley-Davidson Chapters. They participate every year in different motorbike shows in France, Belgium and Switzerland. They currently have an itinerary coming through the Billings area on the way to Sturgis. They are working with Iceland Air to fly into Denver and start all tours from there since it's cheaper. Pitched staying in Bigfork because the northern Flathead is too expensive and hard to find rooms according to Phillippe. He also ran into problems with being a "guide" in GNP, GC partners that offer lodging in the southern Flathead Valley are encouraged to contact him at phumbert@phlconseil.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Worldwide Travel	Address	7F-1, No 101 Sung Chiang Rd
Contact	William Hung		
Title	General Manager		Taipei,
Phone		Ext.	Taiwan, Province of China
Mobile Phone		Country	williamhuang@worldwide.com.tw
Salutation	William	E-mail	www.worldwide.com.tw
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	2:57 PM	Met William at IPW15 Orlando. Worldwide Travel is a foreign and domestic group travel itinerary planning service along with corporate incentive travel, conference travel and other group travel. They do have product on the west coast and are wanting to offer more National Parks. He asked about nature, history and lodging around GNP. He does know Mei Mei. No immediate information is needed at this time.	Debbie Picard



Contact Report

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

Company	America Unlimited GmbH	Address	LeonhardstraBe 10
Contact	Timo Kohlenberg		
Title	Marketing Director		Hannover, 30175
Phone	011-49-511-3744470	Ext.	Country Germany
Mobile Phone			E-mail jk@america-unlimited.de
Salutation			Web Site

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	12:35 PM	Met with Julia at IPW15 Orlando. Three brochures are published each year for USA, Canada and Alaska and Bahamas and they are considered the specialist for the USA in terms of individually tailored trips. They are an innovative German tour operator; young team, very flexible to work with, emphasis on online marketing. Specialists for off the beaten path; USA travel arrangements. Focus on direct sales through online marketing, catalogue, mailings (print and online) and an interactive website. Very strong with innovative marketing ideas and online/social media promotions. Specialized in unique travel destinations. What they needed was a "What's New" in Montana as well as sent them with the USB for further new information. No particular follow up information was requested.	Debbie Picard



Contact Report

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

Company	UStravel.nl	Address	Dorpssingel 12
Contact	Jose Kraan		
Title			Beuningen, Netherlands
Phone		Ext.	
Mobile Phone		Country	
Salutation	Jose	E-mail	jose@nova-tours.nl
		Web Site	www.ustravel.nl

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	3:50 PM	Met with Jose at IPW15 Orlando. They are a Dutch online tour operator specializing in USA and Canada. Their website offers fly-drive itineraries, accommodations, rental cars, motorhome rentals, flights and some escorted tours but their main clients are the individual traveler and want customized tours. Putting together 14 day tour arrive DEN, depart SLC. Needs info about native American guides at Battlefield. Discussed Museum of Rockies, Glacier. They are looking for general information about the region, attractions and towns. They work with Bonotel, Travalco, Tourico Holidays, Hotelbeds and Tourmappers as US Receptives. Contact Jose for further follow up jose@nova-tours.nl	Debbie Picard



Contact Report

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

Company	Travel Channel	Address	
Contact	Jon LaConti		
Title			New York,
Phone		Ext.	
Mobile Phone		Country	
Salutation	Jon	E-mail	
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	2:50 PM	Met with Jon at IPW15 Orlando. Travel Channel is the worlds leading travel media brand. The network is available in nearly 96 million US cable homes. Travel Channel International broadcasts to 130 countries across Europe, the Middle East, Africa and Asia Pacific 24 hours a day in 21 languages. TravelChannel.com is the only travel website with a dedicated television network, 2M unique visitors, 20M page views monthly and features dynamic digital show extensions. They were on a fact finding mission and no specific follow up is needed at this time.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Missoula, MT 59802

Contact

Company	Icelandair	Address	St. Olavs gate 28
Contact	Bjorn Larsen		
Title			Oslo
Phone		Ext.	Norway
Mobile Phone		Country	
Salutation	Bjorn	E-mail	bjorn@icelandair.is
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	11:45 AM	Met with Bjorn at IPW15 Orlando. Icelandair is an airline operating to and from Iceland with US destinations in Anchorage, Seattle, Portland, Denver, MSP, Boston, New York and Washington DC. Additionally they fly to 5 destinations in Canada. Their goal is to feature holiday packages sold online and have a major focus on the northern US and Canada. They did a FAM in WY, ID, WA OR but it did not include MT. Marlee wants to do an itinerary fly into Denver out of Seattle. They plan to add Chicago as a hub in Jan/Feb. No additional follow up from GC partners is needed at this time.	Debbie Picard



Contact Report

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

Contact

Company	Travel Vision Ltd	Address	
Contact	AnneMarie Lexow		
Title			Johannesburg, Gauteng
Phone		Ext.	South Africa
Mobile Phone			E-mail
Salutation	AnneMarie		annemarie@travelvision.co.za
			Web Site
			www.travelvision.co.za

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	10:41 AM	Met with AnneMarie at IPW15 Orlando. They are a wholesale outbound tour operator based in Johannesburg providing leisure and corporate products to more than 1000 retail travel agencies in South Africa. AnneMarie explained South African travel patterns and that they do not travel very often. When they do, they fly into Chicago or NY. Most have a 2 week holidays for trips and most of the travel is FIT and family travel but they do some groups. She wanted an overview of the state of Montana. No specific follow up is needed at this time.	Debbie Picard



Contact Report

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

Contact

Company	Muller Travel	Address	
Contact	Oscar Liu		
Title			Taipei,
Phone		Ext.	Taiwan, Province of China
Mobile Phone		Country	
Salutation	Oscar	E-mail	oscarliu@mullertravel.com.tw
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	4:24 PM	Met with Oscar at IPW15 Orlando. He is looking at a Seattle to Montana itinerary Interested in eco-tourism, national parks for older but active seniors - they like half day hikes. Discussed hiking, guides, scenic floats, scenic drives, and overview of Montana. MTOT will provide an itinerary from Glacier to Yellowstone and discussed different loops around GNP as well as Calgary loop. Recommended RMHTours. Follow up at oscarliu@mullertravel.com.tw	Debbie Picard



Contact Report

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

Company	Lion Travel Service Co., Ltd.	Address	Rm.A 3F No.168 Dun Hua North Rd.
Contact	Teresa Liu		
Title	Manager of North American Department	Country	Taipei 105, Taiwan, Province of China
Phone	011-886-2-21752310 Ext.	E-mail	teresaliu@liontravel.com
Mobile Phone		Web Site	
Salutation	Teresa		

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	11:38 AM	Met with Teresa Liu during IPW in Orlando. Spanning multiple industries including tourism, integrated marketing, diversified media, transportation, information technology, medical tourism, meeting and convention operations, business and incentive tourism, management consulting, and career development services. Their core business in leisure and incentive travel has led Lion Service Travel to grow globally in Los Angeles, Vancouver, Sydney, San Francisco, Auckland, Tokyo, Thailand, Taiwan, Bangkok, and China. They have groups going into Yellowstone and flying into either Bozeman or Billings. Stay in West Yellowstone for three nights. They are currently only going to Yellowstone with groups of 25-30 people. Gave overview of Glacier. Also need car rental options for the self drive market coming from China. No follow up is needed at this time.	Debbie Picard



Contact Report

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

Contact

Company	Abercrombie & Kent	Address	Lower Ground Floor, Harrods
Contact	Simon Lynch		87-135 Brompton Rd
Title	Regional Manager North America		London, SW8 2EF
Phone	44 20 71736440 Ext.	Country	United Kingdom
Mobile Phone		E-mail	slynch@abercrombiekent.co.uk
Salutation	Simon	Web Site	http://www.abercrombiekent.co.uk

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	2:33 PM	Met with Nigel Fell at IPW15 Orlando. They are the largest deluxe travel operator in the world. They not only want high end accommodations but experiences as well. Their fly/drive program is doing well; flying British Airways into Seattle, the tour includes WA, OR, before arriving into our region. It is a challenge for their clients to understand the vast distances in the USA. They have our luxury ranches in their portfolio currently. Marlee is following up on partnership opportunities for the region. No additional follow up is needed at this time.	Debbie Picard



Contact Report

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

Contact

Company	Terre Voyages	Address	
Contact	Frederique Mazuir		
Title			Paris,
Phone		Ext.	France
Mobile Phone		Country	frederique@terre-voyages.com
Salutation	Frederique	E-mail	www.terre-voyages.com
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	4:02 PM	Met with Frederique at IPW15 Orlando. They are a French tour operator specializing in FIT products and river cruises. They are launching the US this year, 50-60 yrs age target. They are looking for small chain hotels, mid to upper scale in budget. Works with Travalco as their US receptive. They are currently offering some customized Yellowstone itineraries. Gave overview of state including Glacier area. Our RMI-France office needs to make contact with her. GC partners can follow us with Frederique.	Debbie Picard



Contact Report

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

Contact

Company	Canadian Affair	Address	
Contact	Lee McCrossan		
Title			London,
Phone		Country	United Kingdom
Mobile Phone		E-mail	lee.mccrossan@canadianaffair.com
Salutation	Lee	Web Site	www.canadianaffair.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:24 PM	Met wit Lee at IPW15 Orlando. Canadian Affair - owned by Air Transat, is new to the US market, launched a small USA product for 2015 departures. Offered to their extensive database of customers who are looking for new and exciting holidays. In 2016 they will be adding to their USA product offering launching a much larger program with a stand alone USA brand. They are UK market leader to Canada and offer a wide range of product including FIT, city breaks, self drive, escorted tours, train holidays and cruise. They are a direct sell tour operator and operate in the UK and Irish markets. Traditionally a UK operator to Canada but selling to US for 3 yrs. Launching full US program in Sept - called American Affair. MT featured in phase 2 of this plan. Clients are adventurous want unique experiences. Discussed itinerary from DEN to YNP - GNP - SEA, NPS Centennial, Brewster. GC partners can follow up with Lee at lee.mccrossan@canadianaffair.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Infinity Holidays	Address	
Contact	Lisa Monk		
Title			Brisbane, Australia
Phone		Ext.	
Mobile Phone		Country	
Salutation	Lisa	E-mail	lisa_monk@infinityholidays.com.au
		Web Site	www.infinityholidays.com.au

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	2:37 PM	Met with Lisa at IPW15 Orlando. Infinity Holidays is Flight Centre Travel Groups' flagship wholesale brand, capturing the majority of their FIT business and has been Australia's best wholesaler. They provided holiday packages exclusively to retail outlets. Infinity Holidays continues to package and promote great value holidays to popular holiday destinations, as well as develop and grow innovative new product and destinations to meet the needs of its retail partners and the Australian public. Use Hotelbeds and GTA as US Receptives. Do not offer any Montana product. Gave state overview including ski. Discussed dual nation vacation with AB, and Brewster. No immediate follow up is necessary. Will have Caroline Davidson (RMI Australian rep) get in contact with them.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Peek Travel Inc.	Address	
Contact	Jessie Montalto		
Title			San Francisco, CA
Phone		Ext.	USA
Mobile Phone			E-mail jessie@peek.com
Salutation	Jessie		Web Site www.peek.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	12:01 PM	Met with Jessie at IPW15 Orlando. A booking agency, they use the leading technology to empower operators to better manage and grow their businesses. Peek.com and their award winning mobile app connects people with amazing adventures. 2014 they were named one of the worlds top 10 most innovative companies and one of the 50 best websites. Travel technology reseller network that is expanding into Montana. Want to work with Montana tour and activity operators. Offer real time availability, online presence and visibility for Montana partners, especially those without central reservation systems, in a stand alone system not integrated with existing reservation systems. Offered to have them visit our regions to show demo, want to get word out throughout Montana. Do not work with ski operators but can work with snowcoach operators, ranches and outfitters. Any GC partner wanting to find out more information can contact Jessie at jessie@peek.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

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

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	10:23 AM	Met with Claudia at IPW15 Orlando. They are a German tour operator specializing in 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 recepetives inculding RMHTours, America 4 You, ATI, American Ring, Bonetel, GTA and Adventure Travel West. They are always looking for more guest ranches to work with and outdoor activities and outfitters. She was very interested in the new Z5 Ranch outside of Missoula. They currently utilize 8 guest ranches in Montana. Claudia attended the Montana #1 post fam and visited Bar W Guest Ranch and Izaak Walton Inn while here. She also left after and visited several more including McGinnis Ranch in Libby and Ranch at Rock Creek. She is interested in scheduling clients around our Rodeo schedule and wants a feed from MTOT for all rodeos All GC partners with guest ranches from working to luxury that would like to work with Argus Reisen can contact Claudia at claudia@argusreisen.de	Debbie Picard



Contact Report

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

Contact

Company	TripCentral.ca	Address	
Contact	Lara Noack		
Title			Hamilton, Canada
Phone		Ext.	
Mobile Phone		Country	
Salutation	Lara	E-mail	laranoack@tripcentral.ca
		Web Site	www.tripcentral.ca

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	3:22 PM	Met with Lara at IPW15 Orlando. They sell direct to Canadian consumer, one of Canada's largest online distributors with 26 store fronts, opening in Calgary and Vancouver in the next year so will have 30 locations within a year. Ontario is a major market. Target demographic is age 25-64. Marketing campaigns include tv with video, radio, email, travel blogs. Will work with a partner for consumer events, direct mailing, postal code targeting. Tour operator partners and Brand USA. Also market ski trips. Work with several coach companies, Collette, Globus, TUI and many others internationally. Their system enables agents to receive commission following online bookings. She expressed interest in 2016 NPS centennial, discussed Billings access to YNP, Glacier access from Alberta. They work with Brewster. Launched ski program in Canada and want to do more with this. She will contact us for future proposals and interest in the region.	Debbie Picard



Contact Report

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

Contact

Company	Trans Orbit USA	Address	1050 E. Flamingo Rd
Contact	Mr. Ike Ogura		Suite W-155
Title	Marketing Director		Las Vegas, NV 89119
Phone	(170) 273-39219	Ext.	
Mobile Phone		Country	
Salutation	Ike	E-mail	ike@hog-usa.com
		Web Site	www.traveldonkey.jp

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	4:40 PM	Met with Ike at IPW15 Orlando. They are a Japanese receptive tour operator. Trans Orbit was founded in 1981, we been an inbound tour operator to the USA from Japan for over 30 years. They have offices located in 14 cities in 5 different country. 20% groups, 25% FIT. They are in need of a bus company and since Karst Stage is at IPW they took the lead. Other transportation companies in Glacier Country that would like to follow up can contact Ike at ike@hog-usa.com	Debbie Picard



Contact Report

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

Contact

Company	Audley Travel	Address	New Mill, New Mill Lane, Witney
Contact	Jo Parsons		
Title	North America Program Manager	Country	Oxfordshire, OX29 9SX
Phone	011-44 1993 838701 Ext.	Country	United Kingdom
Mobile Phone		E-mail	jo.parsons@audleytravel.com
Salutation	Jo	Web Site	www.audleytravel.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	3:57 PM	Met with James at IPW15 Orlando. Audley Travel is an award-winning company specializing in travel to most long-haul destinations. The USA is in great demand from their repeat and recommended client base. They pride themselves on superb destination knowledge and the finest client service. They are principally a direct sell FIT tour operator selling holidays to a discerning and adventurous clientele. Their staff has expanded to 22 people and recruiting for 10 more. They will have a dedicated Rockies section in their new brochure which will be one of largest sections. They've spent a lot of time sending staff out to visit and have a policy that they must visit a ranch before sending a guest. They are wanting to increase promotion of Glacier trips, also kayaking and rafting experiences. Clients spend GBP200-300 per day on activities or day trip. He was looking for images that he can use. They like to give to their clients hiking maps of the area. Looking for mid range to higher end accommodation, preferably avoiding chain hotels where possible. Clients prefer wilderness lodges/ranches/BandB's/ boutique hotels. Also looking for small group experiences that FIT clients can buy into led by enthusiastic and knowledgeable guides, that can inform clients about wildlife, history, culture, soft adventure. They are a GREAT tour operator! Glacier Country partners can follow up with James at james.butler@audleytravel.com	Debbie Picard



Contact Report

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

Contact

Company	TravelPack	Address	
Contact	Vishal Patel		
Title			Wembley,
Phone		Ext.	United Kingdom
Mobile Phone		Country	
Salutation	Vishal	E-mail	vishal.patel@travelpack.com
		Web Site	www.travelpack.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	12:08 PM	Met with Vishal at IPW15 Orlando. Travelpack is a well established tour operator and travel wholesaler with offices in the UK, Canada and India. Specializing in North America, Travelpack is also a leading OTA handling over 200 online bookings a day out of the UK. They increased presence recently online and on mobile; provided numbers to show increased page views and visitation. 30k brochure distribution to agents and consumers. 4000 visitors to US YTD. Getting many ski inquiries, do not have winter brochure but may want help with this. Discussed Glacier to Banff. Can attach ski pass pdf to flight-only online bookings, also local attraction passes for whichever airport clients fly into. Will pay commission if used. Features Yellowstone in two tours in their brochure. He will email us a link to his brochure - travelpack.com/brochure . Requested that our destinations and attractions look at their website and let him know about suggestions/changes they should make to better represent MT. Discussed possible agent and sales staff fams to Montana - referred him to KBC/UK Rep or to MTOT. GC partners can follow up with Vishal.	Debbie Picard



Contact Report

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

Contact

Company	FTI Touristik AG	Address	Brandbachstrasse 10
Contact	Heike Petersen		
Title	Product Manager		8305 Dietlikon,
Phone		Ext.	Switzerland
Mobile Phone		Country	Switzerland
Salutation	Heike	E-mail	heike.petersen@fti.com
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	12:20 PM	Met with Heike at IPW15 Orlando. FTI Trouistik has many brands and is one of the largest tour operators in Germany, Austria, Switzerland and France. They offer 20 different brochures with a worldwide product portfolio. They are looking for guest ranches, excursions, outdoor activities and unique lodging in the region. They currently work with Meeting Point North America, ATI and Tourmappers as US receptive, have been successful in getting them hotel contracts. Discussed combining MT with Black Hills - Billings, YNP Big Sky, GNP. Let clients build own itineraries, avg 16 nts in our region. DEN arrival point strong for fly drives, also SLC. Glacier Country partners can that offer product that they are looking for can follow up with Heike via email.	Debbie Picard



Contact Report

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

Contact

Company	AmeriGo	Address	12 rue de Villevert 60300
Contact	Amelie Rivoal		
Title	Product Manager		Senlis,
Phone	(034) 453-0458	Ext.	
Mobile Phone		Country	
Salutation	Amelie	E-mail	indiv@amerigo.fr
		Web Site	www.amerigo.travel

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:32 PM	Met with Nathalie Delame at IPW15 Orlando. I had just met with Amelie Rivoal at RMI Roundup 2015 Sioux Falls. Amerigo is a French tour operator specializing in tailor made itineraries. They work B2B with travel agencies all over France. Their FIT department works with USA and Canada customized "a la carte" itineraries. She was looking for unique lodging options we spoke about guest ranches, glamping, tipi village for future. They currently work with RMHT, Gowest, Bonotel and GTA as US receptives so GC partners wanting to offer lodging options to her clients should work with these receptives.	Debbie Picard



Contact Report

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

Contact

Company	Gate 1 Travel	Address	455 Maryland Dr
Contact	Jaz Roy		
Title	Product Manager		Fort Washington, PA 19034
Phone	(215) 572-7676	Ext.	
Mobile Phone		Country	
Salutation	Jaz	E-mail	jroy@gate1travel.com
		Web Site	www.gate1travel.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	3:09 PM	Met with Ashley at IPW15 Orlando. I had just met with Ashley at NTA in New Orleans earlier this year. They have several National Parks tours. in 2016 they plan to run a 6 to 8 tour series in the summer months from Seattle to Waterton. We talked Ninepipes, St. Ignatius, smokejumpers at a must along with a stop in St. Regis Travel Center. Stay at Grouse Mtn and booking Red Buses. They currently have a Mt Rushmore and Yellowstone tour as well. Representing the area well. This is what was discussed at IPW. Their Australia office opened last year, did 5-8% of their sales for this first year. Deal with UK market and English speaking markets in North America. Use Bozeman as main Montana access point. Have Canadian Rockies tour from Calgary, out Vancouver, including Glacier/Waterton, have some clients who overnight in GNP. Needs more Glacier area support - discussed Grouse Mtn Lodge, Whitefish Mtn Resort. Need full service hotel and welcome dinner. No additional follow up was requested at this time.	Debbie Picard



Contact Report

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

Company	America Explorer	Address	
Contact	Susanne Savenholt		
Title			Goteborg,
Phone		Ext.	Sweden
Mobile Phone		Country	
Salutation	Susanne	E-mail	susanne@escapetravel.se
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	3:28 PM	Met with Susanne at IPW15 Orlando. They are tour operator that focuses on event travel to the US and Canada. Currently they are working on program to include self drives and camping. She wanted a broad overview of Montana and the region. She is at IPW looking for additional information on the region and possible locations to rent RV's for clients that will fly in and RV around the area. Sent her our RV itinerary on the USB drive along with rental companies in the area. No additional follow up is needed at this time.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Beijing Youth Travel Service Co. Ltd.,	Address	
Contact	Liyong Shen		
Title			Beijing,
Phone		Country	China
Mobile Phone	Ext.	E-mail	cyxism@163.com
Salutation	Liyong	Web Site	www.at0086.com/BYTS/

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	12:29 PM	Met with Liyong at IPW15 Orlando. They were established in 1984 and are one of the international travel operator under Beijing Youth Federation and the Municipal Tourism Administration. BYTS has been entrusted as an agent by CAAC and has become one of the competitive services in China. Despite the name of the company they do not do youth tours but cater to all ages. Deluxe/luxury accommodations, fly drive, groups, usually 10 day stays, summer and winter. They currently have product to Yellowstone. Fly drives from SFO. Gave an overview of Montana including Big Sky, Billings, Glacier. (Language was an issue in this appointment.) He will follow up with us if he needs more information.	Debbie Picard



Contact Report

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

Company	MZL International Travel Agency	Address	
Contact	Samuel Shi		
Title			Beijing, China
Phone		Ext.	
Mobile Phone		Country	
Salutation	Samuel	E-mail	samuel@allamericas.net
		Web Site	www.mzledu.cn

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	12:17 PM	Met with Sam at IPW15 Orlando. They are a tour operator headquartered in Beijing China with 18 offices throughout China. They offer travel packages for groups, corporate incentive travel and families. Their FIT's fly into SLC to get to both GNP and YNP. Does some business to Yellowstone but has trouble finding rooms. Sent with USB with itineraries for reference. He requested information about hotels, restaurants and car rental agencies. GC partners can follow up with Samuel at samuel@allamericas.net	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Missoula, MT 59802

Contact

Company	Kuoni Travel UK	Address	Kuoni House
Contact	Jenna Shore		
Title			Surrey, RH54AZ
Phone		Ext.	United Kingdom
Mobile Phone		Country	
Salutation	Jenna	E-mail	jenna.shore@kuoni.co.uk
		Web Site	www.kuoni.co.uk

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	10:10 AM	Met with Sarah Beckwith IPW15 Orlando. Kuoni is a well-known specialist in tailor made travel from the UK to the US. Specializes in fly-drives, complete itineraries and tailor made trips. The age range of clients us usually 50-70 yrs old. She is looking for boutique hotels. She was looking for an overview of Montana since they do not currently have product in MT. If you have a boutique hotel and would like to follow up with Sarah at sarah.beckwith@kuoni.co.uk	Debbie Picard



Contact Report

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

Contact

Company	MMTGapnet Tour	Address	
Contact	Jorge Souza		
Title			Sao Paulo,
Phone		Ext.	Brazil
Mobile Phone		Country	jorge@mmtgapnet.com.br
Salutation	Jorge	E-mail	www.mmtgapnet.com.br
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:12 PM	Met with Jorge at IPW15 Orlando. They are working to develop a National Parks program. Clients are families and individuals, but families are best to sell this program. Work with Tourico as their US receptive operator. Brazilian travelers like to be unique, look for new experiences, like shopping in different cities, high end for the West, they like driving. Discussed flights to Chicago, Dallas. Their new website is dedicated to US. He is taking personal vacation in Montana at the end of July 2015. GC partners can follow up with Jorge.	Debbie Picard



Contact Report

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

Company	Nordmanns-Reiser AS	Address	
Contact	Elisabeth Stai		
Title			Oslo,
Phone		Ext.	Norway
Mobile Phone		Country	
Salutation	Elisabeth	E-mail	elisabeth.sati@nordmann.no
		Web Site	www.nordmann.no

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:39 PM	Met with Elisabeth at IPW15 Orlando. One of the leading US tour operators in Norway, for over 30 years. She mentioned flights are an issue getting into Montana, the connections especially for Bozeman and Billings. Using Denver as a gateway. Asked for guest ranch information throughout Montana. Sent her with the USB with information. GC guest ranches are welcome to follow up with Elisabeth.	Debbie Picard



Contact Report

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

Contact

Company	Trailfinders	Address	215 Kensington High Street
Contact	Carolyn Stead		
Title	Senior Product Contractor		
Phone		Country	London W8 6GU, United Kingdom
Mobile Phone		E-mail	carolyn.stead@trailfinders.com
Salutation	Carolyn	Web Site	www.trailfinders.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	11:16 AM	Met with Jane at IPW15 Orlando. They are the U.K.'s largest independent worldwide agency specializing in long-haul, tailormade holidays for the independent leisure traveller; more than 1 million people arrange their travels with their assistance. They are a direct sell retailer offering accommodation, flights, car hire, escorted tours, cruises, attraction tickets & rail journeys. They also publish an award-winning, annual tailor made brochure offering the widest range of North America ground products in the UK market. She says business to the US is great for FIT. They usually fly into Seattle or SLC and include GNP (Kalispell/Missoula) head to Billings/Yellowstone on another itinerary. They also do Amtrak trips and she is curious about the Izzak Walton Inn for her FIT as well as guest ranches, They have seen a growth in FIT overnights to West Yellowstone, Billings, Glacier and Missoula. Clients are booking early: 6 to 9 months in advance. Montana numbers given: 257 rm nts in 2013, 422 rm nts in 2014, 629 rm nts in 2015 so far. Most growth is in West Yellowstone. Struggle with availability in Glacier the most, now sell Whitefish through ATI. Seattle to SLC for 13 nts: includes 3 nts Glacier, 1 nt Missoula, 3 nts West Yellowstone. They utilize ATI as their preferred Receptive Operator. Follow up can me made to Janep@trailfinders.com	Debbie Picard



Contact Report

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

Company	Meier's Weltreisen/DERTOUR Gmbh	Address	Emil-von-Behring-Str. 6
Contact	Tino Swoboda		
Title	Product Manager		Frankfurt, 60439
Phone	011-49-69-95883734	Ext.	Country Germany
Mobile Phone			E-mail angela.gaza@dertouristik.com
Salutation	Tino		Web Site

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	9:13 AM	Met with Angela at IPW15 Orlando. They are the 2nd largest German tour operators and have many return customers. They cater to senior groups (50+ yrs), who enjoy sightseeing, walks, shopping and eating. Angela said they have a US/Canadian escorted bus tour with 5 departures, including a 14 day "Best of the West" from Denver to Seattle and fly/drive. They are currently use the Red Lion Kalispell for the GNP part of their trip. They are very interested in the Blackfeet Indian Nation aspect and would like information on Blackfeet Outfitters/trail rides and dancers. All GC partners can follow up with Angela at angela.gaza@dertouristik.com	Debbie Picard



Contact Report

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

Contact

Company	Asahi Travel International Inc.	Address	M's Squire 5F
Contact	Kunitomo Tanaka		1-16-1, Kanda-nishikicho
Title	Managing Director		Tokyo, 101-0054
Phone	81 33291 4041	Ext.	Country
Mobile Phone			Japan
Salutation	Kunitomo		E-mail
			kunitomo@ati-jp.com
			Web Site

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:00 PM	Met with Shinji at IPW15 Orlando. Their main customers are schools from Elementary school to University and providing educational program. They provide travel with added values such as education and training health and welfare, science and technology, arts and culture, etc. Groups of between 20 -40 ppl via motorcoach. Air access issue having to take 3 flights to get to Montana, Japanese generally don't know where Montana is. Fly direct from Japan to DEN. Some groups to Canada. Have high school groups going to YNP in July/Aug. Groups arrive with own escort and meet local guide. July-Aug is time to visit but that is time when occupancy up, rates up. Basically did a overview of why Montana. No additional follow up is needed.	Debbie Picard



Contact Report

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

Company	S.Planner Co., Ltd	Address	Nishi-Temma Work Bldg.
Contact	Mr. Yoshiyuki Tanaka		#201 3-4-5 Nishi-Temma, Kita-Ku, Osaka-shi
Title	Supervisor		Osaka 530-0047,
Phone		Ext.	Country
Mobile Phone			Japan
Salutation	Yoshiyuki		E-mail
			tanaka@splanner.com
			Web Site

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	12:25 PM	Met with Namio at IPW15 Orlando. They are a tour operator for outbound to US, North America, Mexico, South America and Asia. The Japanese traveler likes a 6-7 day itinerary. They work mostly with groups but their FIT is growing. Namio (man) attended MSU from 86-87 as an exchange student. Is working with Groups and FIT travel either 60-80 or 22-44. Has no trips to Montana yet but talked about a winter trip to Yellowstone for the younger clients. Most of the travel would take place April -September. He was interested in general information about Montana and asked a lot of questions about air service, travel times between YNP/GNP and YNP/Rushmore. No immediate follow up is needed at this time.	Debbie Picard



Contact Report

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

Company	Sheridan Activities	Address	
Contact	Charlotte Tenot		
Title			Brussels
Phone		Ext.	Belgium
Mobile Phone		Country	Belgium
Salutation	Charlotte	E-mail	charlotte.tenot@sheridan-activities.com
		Web Site	sheridan-activities.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	2:43 PM	Met with Charlotte at IPW15 Orlando. Works in MICE market, cultural events as well as the sports groups and activities. They are looking for new product. Has 2 groups for 2016/17: 20-25 ppl who want an authentic Western experience, other is 40-80 ppl. Discussed ranches. Fly into Kalispell stay in Whitefish, then to Glacier NP for meeting; focus on small town feel. Flies with Lufthansa or Air France. For sports incentive groups, is looking for sports, activities such as ski, trek, etc. GC partners can follow up with Charlotte at charlotte.tenot@sheridan-activities.com	Debbie Picard



Contact Report

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

Contact

Company	Funway	Address	Third Floor, Northside house69
Contact	Melissa Tilling		
Title			Bromley, BR13WA
Phone		Ext.	United Kingdom
Mobile Phone			E-mail mtilling@funway.co.uk
Salutation	Melissa		Web Site www.funwayholidays.co.uk

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	3:39 PM	Met with Melissa at IPW15 Orlando. Established in the UK in 1992, they are a US specialist offering the USA Coast to Coast including Hawaii. They are affiliated with The Mark Travel Corporation, one of Americas largest and well respected tour operators. They are concentrating on more fly-drive itineraries and want to move away from the 5 destinations that everyone is offering. They have 2 brands: trade and consumer. My American Holiday focuses on moving around the country, Funway is more city-related. Ages 40-60, FITs, 12-14 nts. Want to broaden offerings, work with RMHTours. Requested we look at their website and give them recommendations of what to add or change, want itinerary ideas. RMI-UK was in their offices recently doing a training. Follow up with Melissa at mtilling@funway.co.uk	Debbie Picard



Contact Report

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

Contact

Company	US Commercial Services - Croatia	Address	
Contact	Dalila Uzelac		
Title			Zagreb, Croatia
Phone		Ext.	
Mobile Phone		Country	
Salutation	Dalila	E-mail	dalili@trade.gov
		Web Site	export.gov/Croatia

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	2:44 PM	Met with Dalila at IPW15 Orlando. Comercial Services in the US Embassy performs active promotion of US tourist destinations in local media and events. They have an agency that needs assistance with group of between 15-25 ppl who want to visit Montana. Discussed GNP and YNP, gave her MT USB with itinerary ideas. Clients want quality accommodations, adventures. She will pass along info and contact with MTOT if needs anything further.	Debbie Picard



Contact Report

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

Company	Exit Reizen	Address	Het Kattenburg 3-6
Contact	Mrs. Sandra van den Berk		
Title	Product Manager		Heerenberg, 7041 AS,
Phone	(313) 143-75666 Ext.	Country	Netherlands
Mobile Phone		E-mail	sandra@exit-reizen.nl
Salutation	Sandra	Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	1:05 PM	Met with Sandra at IPW15 Orlando. They specialize in packaged customized trips to the US and Canada that include flights, rental cars, hotels and activities. They are currently sending clients to West Yellowstone. She is looking to work with a few mid range and then higher end hotels plus activities. She has done her own trip that included Yellowstone and Glacier. She is excited about a new direct flight from Amsterdam to SLC starting up this summer and thinks that will work well with our region. GC lodging and activities partners that would like to follow up can contact Sandra at sandra@exit-reizen.nl	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	American Vacations	Address	Akeleibaan 60
Contact	Harry van Os		
Title	Office Manager		2908 KA Capellea ann den Ussel,
Phone	011-31-10-258-42-11	Ext.	Netherlands
Mobile Phone		Country	
Salutation	Harry	E-mail	harry@americanvac.nl
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	10:03 AM	Met with Rob IPW15 Orlando. American Vacations is a web-based tour operator that specializes in travel to the USA. FIT only, no groups. They customize their tour itineraries based on clients needs, wants and desires. They plan it all from air, car, hotel and attractions. Many of his clients are asking for the west coast the other are still asking for TX and FL. Small % of his clients are thrill seekers. For the Rocky Mountain region they go to RMHT as their US Receptive operator. Rob was here in Montana for Roundup 2014 and he loved the trip down the Bitterroot and was on the Montana #2 post FAM that went to Billings. Future follow up with Rob at rob@americanvacations.nl	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Travel Trend	Address	
Contact	Peter van Veenendaal		
Title			Rotterdam, Netherlands
Phone		Ext.	
Mobile Phone		Country	
Salutation	Peter	E-mail	peter.van.veenendaal@traveltrend.nl
		Web Site	www.traveltrend.nl

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	11:34 AM	Met with Peter at IPW15 Orlando. One of the leading tour operators in the Netherlands offering a wide range of products targeting singles, couples, families. Company focus on customized and flexible products in long haul travel, with primary destination USA. They do individual trips, RV rentals, few escorted tours, customize many of their bookings. Fly drive in our region. Work with receptives Travalco, ATI, Bonotel. Discussed KOA campgrounds in Billings area. Cruise America stopped international rentals so now work with Apollo and others. Clients want soft adventure - canoe, hike, bike. Discussed Beartooth Hwy and walkable brew tours, trail systems. Offer Glacier but Yellowstone is more popular, normally DEN fly in. Use new Delta flight from AMS to SLC. GC partners can follow up with Peter.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	GoAmerika.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: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	10:32 AM	Met with Janneke Van Heeswijk at IPW15 Orlando. Go Motor Biking as a partner of GoAmerika an online tour operator that specializes in specialized and flexible fly-drive itineraries. The USA is their main destination. Most of their business is fixed itineraries that are on his website. He uses receptive operators such as Rocky Mountain Holiday Tours, American Ring, ATI, Tourico, Travelco, and GTA. Janneke's colleague Bart was on the RMI Mega Fam 2 years ago so he is very familiar with Glacier Country. They are looking to work with downtown hotels for easy walking distances to breweries and downtown activities. Talked about Missoula and great breweries in GC. The suggests that the best way our members can work with him is to work with one of the receptive operators for shoulder season accommodations and knows that RMHTours knows our area well. They use American Ring as the receptive for motor cycle clients. Follow up with Bart at bart@goamerika.nl or Janneke at info@gomotorbiking.nl	Debbie Picard



Contact Report

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Contact

Company	Huayuan International Travel Co., Ltd.	Address	
Contact	Frank Wang		
Title			Beijing, China
Phone		Ext.	Country
Mobile Phone			E-mail
Salutation	Frank		Web Site

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/14/2015	5:08 PM	Met with Frank at IPW15 Orlando. They are a Tour Operator. Wholesaler and work with MICE groups. They were the first company sending 6-8 group a year to Yellow Stone national Park & Glacier National Park. He says that the Chinese don't like outdoor activities but Yellowstone is huge and everyone in China knows about it. They have nature tours that combine Alaska and Montana, 12 days with 4 days in YNP, remainder in AK. Use Delta direct to Anchorage, flights to SEA have too small of a plane. United used to have 80% of group market but changed their policies so now they use Delta. Fly into SLC then drive north, 25 ppl. Glacier Country partners can follow up with Frank.	Debbie Picard



Contact Report

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Contact

Company	Destination America	Address	801 East Katella Avenue
Contact	Stella Wang		
Title	Product Manager		Anaheim, CA 92805-6606
Phone	(714) 937-4942	Ext.	
Mobile Phone		Country	
Salutation	Stella	E-mail	stella.wang@dest-amer.com
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	12:17 PM	Met with Stella at IPW15 Orlando. DA designs operates and delivers group motorcoach tours that showcase the best destinations in North, Central and South America. 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 Stella has been with them since January. She is looking for lodging options. They currently have 5 departures to Montana in the summer and they are running smoothly. She is looking to expand their offerings. Is working on a 2016 Winter tour to include Big Sky. Needs summer information on Bozeman. Did have questions in regards to the concessionaires for Glacier and Yellowstone. This is a great opportunity for all lodging properties especially in the Missoula area to contact Stella at stella.wang@dest-amer.com	Debbie Picard



Contact Report

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Contact

Company	Zion Tours	Address	
Contact	Stephen Wu		
Title			Taipei,
Phone		Ext.	Taiwan, Province of China
Mobile Phone		Country	stephen_wu@zion.com.tw
Salutation	Stephen	E-mail	www.zion.com.tw
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/16/2015	11:09 AM	Met with Stephen at IPW15 Orlando. Zion Tours has been in business for 48 years offering outbound/inbound tours; incentive/convention (MICE); FIT/Group and Package tours; all over Taiwan. Taiwan Conference & Event Management Co., Ltd.- sister Company of Zion Tours established in 1981, is providing its services from corporate meetings, handling MICE management and culture exchange program services. Stephen is interested in putting together a greater Yellowstone package. Has been promoting Alaska for years and now expanding to Yellowstone. Would fly Seattle to Bozeman and than travel through park and continue South to Vegas, trip would be 9 days. Clients are younger and active so shorter trip than the typical 2 weeks. Would need a guide and driver. Nothing for Glacier at this point. No follow up is needed for now.	Debbie Picard



Contact Report

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Contact

Company	VTour Travel Service Zhejiang Co. Ltd	Address	
Contact	Jie Yang		
Title			
Phone		Ext.	Country
Mobile Phone			China
Salutation	Jie		E-mail
			Web Site

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/7/2015	10:18 AM	Met with Jie at IPW15 Orlando. They are a top 10 wholesaler in east China and a great distribution network for outbound travel. Since the opening of the US market to chinese in 2008 they have been offering package tours, attractions and events. They recently rolled out a new B2C model focused on high-end and personalized travel. They currently have a few itineraries that include Montana. Clients are flying into Seattle mostly. No particular follow up is needed at this time.	Debbie Picard



Contact Report

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Contact

Company	Shanghai Ctrip International Travel Services	Address	
Contact	Yi Yin		
Title			Shanghai, China
Phone		Ext.	
Mobile Phone			E-mail yyin@ctrip.com
Salutation	Yi		Web Site www.ctrip.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	2:50 PM	Met with Yi Yin during IPW15 Orlando. They are an OTA with 30,000 employees. Basically, the equivalent of Expedia in China. 600 million downloads of their app. Wants to be integrated with Destination Market, is high end. Needs the Montana profile sheet and Montana translated vacation guide. Difficult translation. No follow up needed at this time.	Debbie Picard



Contact Report

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Contact

Company	CYTS Outbound Company	Address	
Contact	Meng Yuan		
Title			Beijing, China
Phone		Ext.	
Mobile Phone		Country	
Salutation	Meng	E-mail	yuanmeng@aoyou.com
		Web Site	www.aoyou.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:47 PM	Met with Evelyln at IPW15 Orlando. China CYTS Tours Holding Co., Ltd invests in travel, high-tech, venture capital and security business. CYTS business operations include inbound travel, domestic travel, outbound travel, conferences and Exhibitions as well as high-tech products development and technical support, travel-affiliated resources development and online information services. She works on groups, other branches do FIT & MICE. Fly into Vegas, drive to SLC then north to YNP (overnight in Helena), or into East Coast and fly to SLC, almost all groups overnight in SLC. Needs help developing 2 day tour at Big Sky with activities. Encouraged to develop GNP itinerary and GC partners can follow up.	Debbie Picard



Contact Report

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Contact

Company	Easytour International Group	Address	
Contact	Ke Zhang		
Title			Beijing,
Phone		Country	China
Mobile Phone		E-mail	cathy@webeti.com
Salutation	Ke	Web Site	www.webeti.com

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/15/2015	3:18 PM	Met with Cathy at IPW15 Orlando. Easytour International Group Inc is an agency which arrange Chinese travel to US. Ten years of service. B2B with local Chinese travel companies. Tailor made packages, FIT and groups. Yellowstone is of interest to their clients, bring about 500-600 clients to YNP. 90% fly into SLC and drive to YNP, stay at Big Sky, West Yellowstone, Jackson, then back to SLC or drive to others cities. These are 5 day/4 nt trips. She needs more lodging and restaurant options in our area. Great opportunity to add additional nights on to GNP. All GC partners are welcome to follow up with Cathy at cathy@webeti.com	Debbie Picard



Contact Report

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Contact

Company	China Kunming Sun-Oasis International Travel Service	Address	
Contact	James Zong		
Title			Kumning,
Phone		Ext.	China
Mobile Phone		Country	
Salutation	James	E-mail	zongshaofeng@hotmail.com
		Web Site	

Notes

Date Range: 7/1/2015 - 7/31/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2015	3:56 PM	Met with James Zong during IPW in Orlando. Gave him the simplified version of the Chinese guide. Asked questions about visiting Yellowstone Park, Glacier Park and the Dinosaur Trail. China Kunming Sun Oasis International Travel Service was established in 1998. They offer outbound tour services to Chinese tourists, which is increasing yearly. No particular follow up is needed at this time.	Debbie Picard