



Contact Report

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

Contact

Company	Experience Holidays	Address	1 Town House Garden
Contact	Mrs. Jackie Appleton		Market Street
Title	Director/Owner		Hailsham, East Sussex, BN27 2AE
Phone	011-44 1323 446550	Country	United Kingdom
Mobile Phone		E-mail	
Salutation	Jackie	Web Site	www.experienceholidays.co.uk

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	12:39 PM	Met with Yvonne at RMI Roudup 2015 Sioux Falls. They are an independent vacation planning company with experience in the travel industry for decades. Being a smaller specialty operator allows them to create very unique tailor-made fly-drive itineraries. They have newsletters that inspire their clients to travel. They are looking for unique lodging options and off the beaten path places to include in itineraries. They currently work with RMHT as their preferred US Receptive operators. GC partners can follow up with Yvonne at ydann@experienceholidays.co.uk	Debbie Picard



Contact Report

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Missoula, MT 59802

Contact

Company	Cercele Archambault	Address	4 Rue Comboust
Contact	Line Archambault		
Title		Country	Paris, France
Phone	Ext.	E-mail	larchambault@cerclesdesvacan.com
Mobile Phone		Web Site	www.cerclesdesvacances.com
Salutation	Line		

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	3:02 PM	Met with Line Archambault at RMI Roundup 2015 Sioux Falls. Cercle des Vacances is a French tour operator working on B2C business. They are based in Paris and sell tailor-made products online as well as in their agency. They provide fly-drive mailly to couples and families, escorted tours, city breaks in all parts of the country as well as soft adventure and family tours. They currently work with Rocky Mountain Holiday Tours, FTI, Tourico, Team America and Go West Tours as their US Receptive partners. Offering unique lodging through a US receptive is the best way to work with this tour operator. No individual follow up is needed at this time.	Debbie Picard



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Contact

Company	Risskov Travel Partner	Address	Oestergade 10, 8900
Contact	Betina Bak		
Title			Randers,
Phone		Country	Denmark
Mobile Phone		E-mail	bba@risskov.com
Salutation	Betina	Web Site	

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	1:30 PM	Met with Betina at RMI Roundup 2015 Sioux Falls. Risskov has been in business for 30 years. They recently opened an office in Copenhagen the capital city. They currently have 14 people dedicated to selling travel to the US. They have 2 different scheduled group tours and sell a lot of individual fly-drive and motorhome itineraries and produce a 116 page catalog of North America each year. Other specialties include train travel, ranches and wildlife watching. They are at Roundup for inspiration for new tour itineraries, hotels/ranches and other special stays as well as attractions and specialty tours. They currently work with Travalco, AlliedTPro and ATI as US Receptive operators. Glacier Country partners can follow up with Betina at bba@risskov.com	Debbie Picard



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Contact

Company	Press Tours	Address	Via Giovanni Da Procida
Contact	Maurizio Di Bella		
Title			Milan, 20149
Phone		Ext.	Country Italy
Mobile Phone			E-mail statiuniti@presstours.it
Salutation	Maurizio		Web Site www.presstours.it

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	3:00 PM	Met with Maurizio at RMI Roundup 2015 Sioux Falls. Press tours is recognized at one of the most technologically advanced in Europe specializing in long range destinations. They believe they have a very unique online reservation system. They also believe that the RM region has huge potential for their clients and have only been selling it for 2 1/2 years.. They produce itineraries for the fly-drive, young adults, honeymooners with a little in the escorted tours. After attending RMI Roundup in Missoula and going on the Montana #1 FAM, Maurizio designed an itinerary for Montana and has published it on their website. He is getting great response to it. They currently work with RMHT, American Ring, GTA, Bonotel, Hotelbeds, Tourico. GC partners can follow up with Maurizio at statiuniti@presstours.it	Debbie Picard



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Contact

Company	West Euro Bikes	Address	5 rue du President Kennedy
Contact	Celine Besson		
Title			Savenay,
Phone		Ext.	France
Mobile Phone		Country	
Salutation	Celine	E-mail	celinebesson-web@orange.fr
		Web Site	

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	3:39 PM	Met with Celine at RMI Roundup 2015 Sioux Falls. West Euro Bikes is a French tour operator agency specializing in motorcycle tours around the world. The United States accounts for 75% of their agency business. She was very interested in our scenic byways. We talked in length about the very northwest corner of Montana and how perfect it is for riding. I gave her our thumb drive with the motorcycle itinerary on it and she was thrilled that we had one already done. If you are a Glacier Country partner and offer things specific to the motorcycle riders you can follow up with Celine at celinebesson-web@orange.fr	Debbie Picard



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Contact

Company	The Travel Corporation	Address	Level 5/35 Grafton Street
Contact	Jacqui Brown		
Title			Bondi Junction,
Phone		Ext.	Australia
Mobile Phone		Country	
Salutation	Jacqui	E-mail	jacqui.browne@travelcorporation.com.au
		Web Site	www.virginholidays.com

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	1:15 PM	Met with Jacqui at RMI Roundup 2015 in Sioux Falls. The Travel Corp is Australia's largest independent travel group utilizing highly recognized travel brands. They have been specializing for 60 years in customized itineraries for their clients all over the world. They are at Roundup to learn about the region since they are less familiar with this part of the US. They want to know about accommodations, soft adventure, sightseeing, and basic highlights of the region. I walked her through western Montana and hit the most popular attractions. They currently work with Bonotel as their US Receptive for accommodations and source all secondary offerins directly. All GC partners can contact Jacqui at jacqui.browne@travelcorporation.com.au	Debbie Picard



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Contact

Company	EurAm	Address	Remy Toren Vaartdijk 3 bus 0102
Contact	Sebastien Capelle		
Title		Country	B-3018 Leuven, Belgium
Phone		Ext.	
Mobile Phone		E-mail	info@euram.be
Salutation	Sebastien	Web Site	www.euram.be

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	2:07 PM	Met with Nadege Hardenne at RMI Roundup 2015 in Sioux Falls. EurAm is a service supplier for travel agencies exclusively. Besides a huge database, maybe the largest in Europe, of all kind of hotels, services and rental vehicles, the travel agent can use a tool called Creative Packaging on the website to make tailor made trips for his clients. 5,000 travel agencies in France, Belgium, Luxemburg and the Netherlands. They currently work with RMHTours, Amrican Ring, Travelco and GTA as US Receptive operators. She wanted to know more about Glacier Country and specifically about Glacier National Park and how easy was it to see both YNP and GNP in one ititinerary. Follow up with RMHTours would be the best way to works with this operator. chris@rmhtours.com	Debbie Picard



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Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	12:29 PM	Met with Ilaria de Nardi at RMI Roundup 2015 Sioux Falls. Alidays focuses on tailor-made itineraries to North America. They want to create unique travel experiences. She showed me their website and it starts by asking the client what kind fo vacation they are seeking. History/Soft Adventure/Culinary/Cruise etc. It then drills down the various options around the world to choose from. She is at Roundup to meet with the tourism entities as well as research ranch stays and meet with receptive operators. There clients are mainly families and honeymooners. They also see the RMI region as great motorcycle country and she appreciated our motorcycle itinerary. This was her first time to the region and was planning to participate in a post FAM to see more. They currently work with RMHT, Tourico, Team America, American Ring, ATI, GTA and TourMappers as US Receptives. Glacier Country partners can follow up with Ilaria at ilaria.denardi@alidays.it	Debbie Picard



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Contact

Company	Maison Des Estats Unis	Address	3 rue Caassette
Contact	David Chaumeil		
Title		Country	Paris, France
Phone	Ext.	E-mail	davidc@maisondesetatsunis.com
Mobile Phone		Web Site	
Salutation	David		

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	3:34 PM	Met with David at RMI Roundup 2015 Sioux Falls. Maison des Estats Unis is a French tour operator based in Paris that sells B2C to groups and FIT through their website and traditional travel agencies. 70% of their clients are FIT and 30% group. He was here to find out what is new in the region and focus on the National Parks. They currently work with RMHT, American Ring and New World Travel as US Receptive tour operators. He mainly wanted to know about GNP and the best time to come to our region. No specific follow up is needed at this time.	Debbie Picard



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Contact

Company	Team America	Address	33 West 46th Street
Contact	Luisa Conzatti		
Title			New York, NY 10036
Phone	(212) 697-7165	Ext.	
Mobile Phone		Country	
Salutation	Luisa	E-mail	luisa@teamamericany.com
		Web Site	

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	1:22 PM	Met with Luisa at RMI Roundup 2015 Sioux Falls. Team America is a full service receptive tour operator with offices in NY, Miami, Los Angeles. They offer extensive allotments of rooms online for all major cities in the US, Canada, Caribbean and South America. They have an elite line that specializes in the luxury travel segment. We met this year at Go West and we a lot about the Native Indian part of Montana. We spoke about all the different things that the Blackfeet offer, she was very intereted in the TP Village and the Native American Speaks program. She says there is a big push for lodging for the solar eclipse that is going to take place in 2017. Hotels are already sold out in Wyoming and she thinkd they will start looking in the Glacier Park area. She thinkd we should be thinking about the whole astronomy tie. GC lodging partners can contact Luisa about putting up an allotment of rooms for them to sell. Luisa@teamamericany.com	Debbie Picard



Contact Report

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Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	12:14 PM	Met with Jenni at RMI Roundup 2015 Sioux Falls. She works for the PR company that is our RMI representative in the UK. She says that the outlook for travel to the US is positive, especially for the 55+ market. She sees the trend to booking only 10 weeks out for vacations (shorter booking window) and most UK get 4 weeks of paid vacation per year. She is getting more requests for video to help sell destinations. Value is very important so including things like breakfast is nice. Luxury market is very strong, and they feel that a great Holiday is a RIGHT for them. I will follow up with the specifics that Jenni asked for regarding some unique lodging experiences. No additional follow up is needed at this time.	Debbie Picard



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Contact

Company	Etnia Viaggi	Address	Via Vittorio Emanuele 57
Contact	Alessandra Crosato		
Title			Quinti di Treviso, 31055
Phone		Ext.	Italy
Mobile Phone		Country	
Salutation	Alessandra	E-mail	alessandra@etniviaggi.it
		Web Site	www.etniviaggi.it

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	12:45 PM	Met with Roberto at RMI Roundup 2015 Sioux Falls. His colleague Alessandra was at Roundup 2014 in Missoula and was on the Montana #1 FAM. He said she has already spoken up to attend Roundup 2016 in Wyoming. They are a small tour operator specializing in tailor made programs for all FIT, Honeymooners, couples travel. Yellowstone seems to be very popular with their clients right now. They currently work with RMHT, Team America, Hotelbeds, Tourico, ATI, AlliedTPro, Bonotel and GTA. He was very interested in the Native Indian side of Glacier Country. Roberto said follow up with Alessandra at alessandra@etniviaggi.it	Debbie Picard



Contact Report

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140 North Higgins, Suite 204
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Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	12:48 PM	Met with Caroline Davidson at RMI Roundup 2015 Sioux Falls. Caroline is our representative in Australia and Davidson Communications is a public relations company specializing in travel, tourism and hospitality. Australia's economy is one of the strongest in the world and had no recession. Travel is up 3.8% over last year and visitation to the US is up 25%. The US is the #1 long haul destination. They are looking for active vacations with authentic experiences. Products that interest Australian tourists are National Parks, cowboy and Native Indian heritage and events, museums about history, ranch experiences, ski resorts and winter experiences, adventure activities, shopping and the RV and motorcycle rentals. High end corporate is also drawn to the RMI region. She is working closely with Marlee and knows Montana well. No particular follow up at this time is needed.	Debbie Picard



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Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	2:42 PM	Met with Herve Duxin at RMI Roundup 2015 Sioux Falls. Herve is our RMI representative and coordinates our marketing efforts on behalf of the Real America in France. He said that most of the French tour operators are utilizing Rocky Mtn Holiday Tours as a receptive operator. There are over 65 million French people and they get 5 to 6 weeks of paid vacation. The French are looking for niche and tailor-made trips to our region and ranch stays. Herve has the idea to promote the area with as an anchor on TV and showcase a high-end cowboy rider in dressage at 2-3 ranches in Montana. One spot for TV and another 10 page magazine spread sometime in September. I will follow up with Herve to see if our area can be included in this pitch. No follow up from our GC partners is needed at this time.	Debbie Picard



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Contact

Company	Fly2America.de	Address	Grosse Str. 15
Contact	Mr. Thorsten Freimuth		
Title	Owner		D-49492 Westerkappeln,
Phone	011-49 5404 960 810	Ext.	Germany
Mobile Phone		Country	
Salutation	Thorsten	E-mail	tf@fly2america.de
		Web Site	www.aar-reisen.de

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	4:38 PM	Met with Thorsten at RMI Roundup 2015 Sioux Falls. (FORMERLY AAR Reisen)They specialize in mini escorted tours 2-6 clients at a time and he drives them. Right now he has a tour that flys into Denver through Rapid City SD and out Chicago for 21 days. He currently works with Sweet Magnolia and Tour Mappers as a US Receptive however, he did say that he plans to work with RMHT after being at Rounup and seeing all the properties that they have allotments with throughout the region. No follow up information is needed at this time.	Debbie Picard



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Contact

Company	Expert Voyages USA	Address	12 rue Franklin Roosevelt
Contact	Emeline Frick		
Title			Mouvauz,
Phone		Ext.	France
Mobile Phone		Country	
Salutation	Emeline	E-mail	emeline@expert-voyage-usa.com
		Web Site	

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	3:28 PM	Met with Emeline Frick at RMI Roundup 2015 Sioux Falls. Expert Voyages USA is a traditional travel agency and tour operator in France. 2 years ago they decided to have a dedicated USA program specializing in FIT. They currently work with TRAVALCO, but will be meeting with RMHT at Roundup. I gave them a plug for being the experts in our area. They were mainly wanting to find out what our region had to offer since they are new to the US. No specific follow up is needed at this time.	Debbie Picard



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

Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	2:02 PM	Met with Marjolein Fraanje at 2015 RMI Roundup in Sioux Falls. She is our RMI representative who coordinates the marketing efforts on behalf of the Real America in Benelux (Belgium, Netherlands, Luxemburg) People of Benelux get 30 days of vacation each year and usually take 14 days per vacation. They utilize the internet for inspiration then call on either a tour operator or travel agent to book their travel. They are looking for a unique experience (something different than all their friends are doing, for bragging rights) They are going to smaller tour operators to get that unique experience instead of the larger cookie cutter vacations. She has 2 media coming into our region with hiking and outdoor activities as the focus. She will call me if she needs any help with our area of Glacier Country. No follow up is needed for our Glacier Country partners at this time.	Debbie Picard



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Contact

Company	Trailfinders	Address	Postbus 2501
Contact	Hans Hoff		
Title			Maastricht, 6201
Phone		Ext.	Netherlands
Mobile Phone		Country	
Salutation	Hans	E-mail	info@horseholiday.com
		Web Site	

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	2:37 PM	Met with Hans at RMI Roundup 2015 in Sioux Falls. Trailfinders is a specialist in horse riding holidays since 1990 and represents more than 250 organizations with unique riding programs. They specialize in horse riding holidays in Belgium and Holland but would like to learn more about the opportunities in the US. We talked about individual ranch stays for both guest ranches and working ranches for their clients. Those GC partners that offer horse options with their stays can follow up with Hans at info@trailfinders.nl.	Debbie Picard



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Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	1:26 PM	Met with Tarja Koivisto at RMI Roundup 2015 Sioux Falls. Tarja is our RMI representative for Scandanavia. They are a marketing company specializing in international travel. She says Scandinavia (Sweden, Norway, Finland, Denmark, Iceland) has a population of 25 million people and they have 5 to 6 weeks of vacation each year plus 11 paid holidays. They travel more than other European countries and will forgo a new car to travel abroad. They are looking for cultural experiences that are personalized. They want to experience the locals and meet and talk to local people. They like the off the beaten path things to do. She will contact me with further request for infomation about Glacier Country but after touring the region after Roundup last year in Missoula feels very comfortable with what she knows about Western Montana so no follow up is needed.	Debbie Picard



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Contact

Company	Cheval D'Aventure	Address	2 Rue Vaubecour
Contact	Laure Marandet		
Title			Lyon,
Phone		Ext.	France
Mobile Phone		Country	
Salutation	Laure	E-mail	laure.marandet@cheval-daventure
		Web Site	

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	3:08 PM	Met with Laure at RMI Roundup 2015 Sioux Falls. Cheval D'Aventure is a tour operator specializing in horse back trips. The offer riding trails, pack trips, clinics and ranch stays, cattle drives and other general tourism trips all over the world. They currently work with RMH Tours and America 4 U as the US Receptives in our area. If you are a Glacier Country Tourism partner and have a product that focuses on this type of client you should follow up with Gary@RMHT.com at Rocky Mountain Holiday Tours to be apart of their offerings in Glacier Country.	Debbie Picard



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Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	12:23 PM	Met with Olga Mazzone at RMI Roundup 2015 Sioux Falls. The Italians love to travel and they love to eat! The Italians get about 12 to 15 days of vacation per year. Although they don't have as much vacation as other European countries they have a much higher spend while on vacation. A trip to the USA is their #1 preferred destination and a trip to the RMI region is a very sophisticated trip. It is hard to book directly, they need receptive tour operators to arrange. It's the more "mature" Italian traveler who comes to our region, maybe their 3-4 visit, and they are looking for a more authentic experience. Motorcycle tours are still very popular as well as experiential/culinary tours. Olga is in need of photos of Glacier Country especially great looking food for restaurants that serve locally sourced ingredients, huckleberries, pies and micro-brews. I will follow up with Olga for these things. No further follow up from partners is needed at this time.	Debbie Picard



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Contact

Company	I Viaggi Dell'Elefante	Address	Via D'Ascanio 8/9
Contact	Riccardo Minozzi		
Title		Country	Roma, Italy
Phone		Ext.	
Mobile Phone		E-mail	r.minozzi@viaggidellelefante.it
Salutation	Riccardo	Web Site	www.viaggidellelefante.it

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	12:51 PM	Met with Riccardo at RMI Roundup 2015 Sioux Falls. They are a wholesale tour operator offering long haul destinations since 1974 and specialize in tailor-made proposals for FIT and group travel. They are at Roundup in hopes to learn and expand into the Real America with a focus on ranch stays and fly-drive itineraries. They currently have a group coming to YNP and then GNP in 2015. They will come into West Glacier and out St. Marys. They currently work with RMHT, Tour Mappers, Team America, Go West, ATI and Sweet Magnolias as US Receptives. He took our USB drive and said that he doesn't need any follow up at this time.	Debbie Picard



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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	Country	Germany
Mobile Phone		E-mail	claudia@argusreisen.de
Salutation	Claudia	Web Site	www.argusreisen.de

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	4:02 PM	Met with Elena at RMI Roundup 2015 Sioux Falls. We usually see Claudia at these fuctions but she had a prior commitment..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. 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.. 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 or Elena at info@argusreisen.de	Debbie Picard



Contact Report

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

Company	RM-Reisteam GmgH	Address	Windmuhlenster 47
Contact	Britta Neunzig		
Title			Bergheim,
Phone		Ext.	Germany
Mobile Phone		Country	
Salutation	Britta	E-mail	britta.neunzig@rm-reisteam.de
		Web Site	www.rm-reisteam.de

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	11:42 AM	Met with Britta at RMI Roundup 2015 Sioux Falls. RM-Reisteam is a German tour operator specialized in organizing motorcycle tours worldwide for 25 years. This year they are offering 16 different trips through the US and 2 of them through the Rocky Mountain region. They are at Roundup looking for scenic byways and accommodations for motorcycle groups. We discussed the open roads in Western Montana and she appreciated the motorcycle itinerary already put together and on the USB drive for her to take back. She knows GTTSR is talked about and a highlight for lots that come to GC. Any GC partner that works with the motorcycle groups is encouraged to contact Britta at britta.neunzig@rm-reisteam.de	Debbie Picard



Contact Report

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Contact

Company	Amerikareisen.AT	Address	Buchberg 34
Contact	Mrs. Karin Ochenbauer		
Title	Owner		AT-3400 Klosterneuburg,
Phone		Ext.	Austria
Mobile Phone		Country	
Salutation	Karin	E-mail	karin.ochenbauer@amerikareisen.at
		Web Site	www.amerikareisen.at

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	12:12 PM	Met with Karin Ochenbauer at RMI Roundup 2015 Sioux Falls. They have been in business since 2004 and offer 180 different fly-drives, in addition to bus tours and activity packages, motorhome and biking itineraries as well as ski packages. Their main business is tailor-made fly-drive itineraries. Our region is selling well to FITs who like to drive about 500 K/day (300+ miles). Clients usually have from 3 to 9 week of vacation in the states. They are flying into Denver or Calgary and extending to Montana. They work with America 4 You, RMHT, ATI, Travalso, Tourmappers and City Tours as US Receptives for lodging arrangements. GC partners can follow up with Karin at karin.ochenbauer@canadareisen.at	Debbie Picard



Contact Report

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Contact

Company	NAAR	Address	Via Mario Pagano 40
Contact	Antonietta Parmni		
Title	Senior Travel Consultant		20145 Milano,
Phone	011-39 0248 55851	Ext.	Italy
Mobile Phone		Country	antonietta.parmini@naar.com
Salutation	Antonietta	E-mail	www.naar.com
		Web Site	

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	1:15 PM	Met with Antonietta at RMI Roundup 2015 Sioux Falls. They are a web-based tour operator, specializing in custom-made itineraries and fly-drive routes. They work a lot with honeymooners that want an authentic vacation. They have sent clients to Montana and would like to know more about our ranches in Western Montana. They currently work with RMHT, Go West, Team America, ATI, GTA and Tourico as US Receptives. Glacier Country ranches should follow up with Antonietta at antonietta.parmini@naar.com	Debbie Picard



Contact Report

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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: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	11:53 AM	Met with Heike at RMI Roundup 2015 Sioux Falls. 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 at Roundup to try to extend and upgrade their portfolio for clients that visit the US frequently and are interested in visiting the Real America. 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 recepttive and will probably work with RMHT after Roundup for the experts in the area. Glacier Country partners can that offer product that they are looking for can follow up with Heike via email.	Debbie Picard



Contact Report

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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: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	2:47 PM	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 woks 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 no follow up is needed by GC partners.	Debbie Picard



Contact Report

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Contact

Company	Relaxaway Holidays	Address	PO Box 994 Terrigal
Contact	Craig Robinson		
Title			Sydney,
Phone		Country	Australia
Mobile Phone		E-mail	product@relaxaway.com
Salutation	Craig	Web Site	www.relaxaway.com

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	12:53 PM	Met with Craig at RMI Roundup 2015 in Sioux Falls. They began as a wholesale tour operator over 20 years ago. They just recently expanded into North America with a 2015 North America (Canada-Alaska) brochure. They have only been selling the US for the last 3 years. They are at Roundup to research new product to sell and to go on the FAM trips in the RMI region to see if there are things in the Real America that they can package for their clients in Australia. They are currently working with Hotelbeds, Bonotel, Mark Travel, ATI as their main US Receptives. GC partners can follow up with Craig at product@relaxaway.com	Debbie Picard



Contact Report

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Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	12:18 PM	Met with Lena Ross and Marita Ross at RMI Roundup 2015 Sioux Falls. They are one of 2 official RMI receptive tour operators and sell soft adventure travel including ranch vacations, National Park adventures, city programs, Native Indian culture, winter vacations and flexible self drive itineraries. They work with over 40 European Operators, specializing in Germany. They are hoping to re-establish old contracts and learn about new products. Member partners that are looking to contract with a receptive tour operator to reach the European International market can contact Lena at lena@america4you.net	Debbie Picard



Contact Report

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Contact

Company	AmeriCan & Worldwide Travel	Address	1 Lonsdale Gardens
Contact	Jenny Saxby		
Title	Senior Consultant		
Phone		Country	Kent TN1 1NU, United Kingdom
Mobile Phone		E-mail	jenny@awwt.co.uk
Salutation	Jenny	Web Site	www.awwt.co.uk

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	12:24 PM	Met with Jenny at RMI Roundup 2015 Sioux Falls. AmeriCan Worldwide along with AmeriCan Ski have a small but dedicated team. They pride themselves on their creativity in designing a tailor-made summer and ski holidays to America and Canada as well as many other worldwide destinations to suit their clients individual needs. She was specifically looking for information on Whitefish (skiing) and Missoula. She questioned car rentals and between Canada and the US and having to make round trip due to drop fees. I will send her rental car information that I found. She was also interested in a beer trail map in Montana. Glacier Country partners can follow up with Jenny at jenny.awwt.co.uk	Debbie Picard



Contact Report

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Contact

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

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	12:44 PM	Met with Chris Pilley and Gary Schluter at RMI Roundup 2015 Sioux Falls. RMHT is an official receptive tour operator for RMI, based in Colorado 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. They are especially looking for activity bookings right now. They have decided to not offer winter product anymore. They feel that it is not selling well internationally unless they are ski clubs. Spring/Summer/Fall are their focus. He wanted more activity options on the east side of Glacier National Park. Horseback riding/jeep tours etc. GC partners can follow up with Chris at: Email Chris at chris@rmhtours.com	Debbie Picard



Contact Report

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Contact

Company	RMI - Germany	Address	Bavariaring 38
Contact	Susanne Schmitt		
Title	Account Manager		Munich,
Phone		Ext.	Germany
Mobile Phone		Country	Germany
Salutation	Susanne	E-mail	susanne@lieb-management.de
		Web Site	www.realamerica.de

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	3:58 PM	Met with Susanne at RMI Roundup 2015 Sioux Falls. She is our new RMI Germany representative coordinating the marketing efforts on behalf of the Real America region in Germany, Austria and Switzerland. Susanne used to be the RMI rep years ago when she worked with another company so she knows the market pretty well. She says they have the strongest economy in Europe and things are great in Germany. There are 80 million Germans and they have 18-19 days of vacation plus 10 public holidays each year. No follow up is needed with her since she is just rep.	Debbie Picard



Contact Report

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Contact

Company	Blueberry Travel Company	Address	Corso Vittorio Emanuele 11
Contact	Stefano Serra		
Title	Managing Director	Country	Sassari, Italy
Phone		Ext.	
Mobile Phone		E-mail	stefano.serra@blueberrytravel.it
Salutation	Stefano	Web Site	www.blueberrytravel.it

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/21/2015	12:39 PM	Met with Stefano at RMI Roundup 2015 Sioux Falls. Blueberry was founded in 2010 and specializes in the FIT market with individual travelers. They create tailor-made experiential tours and itineraries around the world. They like to offer both off the beaten path self drives as well as most popular and well known destinations. Stefano had never been to the RMI regions so he wanted to learn all about the area and it's offerings, especially the activities and ranch stays. He appreciated the USB drive with itinerary ideas. They currently work with Tour Mappers, Tourico, GTA and RMHT as their US Receptives. Glacier Country partners can follow up with Stefano at stefano.serra@blueberrytravel.it	Debbie Picard



Contact Report

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Contact

Company	Ovet Viaggi	Address	V.le Papa Giovanni XXXIII, 110
Contact	Mr. Silvio Tarsia		
Title	Groups Department		24121 Bergamo,
Phone	011-39 035 243 723	Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Silvio	E-mail	silvio.tarsia@ovetviaggi.it
		Web Site	www.ovetviaggi.it

Notes

Date Range: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/24/2015	2:55 PM	Met with Luca at RMI Roundup 2015 Sioux Falls. OVET is a tour operator specializing in individual and group trips. They try to provide that unique experience to satisfy emotions of each traveler. They focus on honeymooners and tailor-made itineraries in the US. Their clients are still in the tier 1 cities so they are at Roundup to gather information so that when they are ready to see the Real America they are versed in what the region has to offer. They currently work with RMHT, bonotel, Tourico, GTA and Team America. GC partners can follow up with Luca at luca.prandini@ovetviaggi.it	Debbie Picard



Contact Report

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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: 4/1/2015 - 4/30/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
4/20/2015	2:20 PM	Met with Bart Verhoeff RMI Roundup 2015 Sioux Falls. GoAmerika is an online tour operator that specializes in specialized and flexible fly-drive itineraries. The USA is their main destination. Most of his business is fixed itineraries that are on his website. He uses receptive operators such as Rocky Mountain Holiday Tours, American Ring, ATI, Tourico, Travelco, and GTA. Bart was on the RMI Mega Fam 2 years ago so he is very familiar with Glacier Country. Bookings continue to be up for the US. Mainly going to CA/FL/NY but National Parks are next on the list. He is still working on a special itinerary flying into San Fran and spending 3 weeks in the west. He suggests that the best way our members can work with him is to work with one of the receptive operators for shoulder season accommodations and knows that RMHTours knows our area well. Follow up with Bart at bart@goamerika.nl	Debbie Picard