



Contact Report

Debbie Picard, Glacier Country Regional Tourism
4852 Kendrick Place, Suite 101
Missoula, MT 59808

Contact

Company	Kinki Nippon Tourist	Address	3F, Unizo Higashi Kanda
Contact	Katsuo Aso		
Title	Manager	Country	Sumida-ku, Tokyo
Phone	813 5638 7583	Ext.	Japan
Mobile Phone		E-mail	aso141057@kntcthd.co.jp
Salutation	Katsuo	Web Site	www.knt.co.jp

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	1:36 PM	Met with Kasuo Aso at IPW16 New Orleans. One of the biggest travel agency in Japan and he works with Japanese groups for MICE, FIT and group tours. He was happy to hear that Montana has a Japanese rep, Mako Sagaguchi, who lives in Kumomoto City -- and a Japanese guide book. He was mainly fact finding for future reference. He took our usb drive and will follow up if needing anything further in Montana. No immediate follow up is needed from GC partners.	Debbie Picard



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Contact

Company	US Commercial Service - Australia	Address	
Contact	Karen Ballard		
Title			
Phone	Ext.	Country	Australia
Mobile Phone		E-mail	karen.ballard@trade.gov
Salutation	Karen	Web Site	www.buyUSA.gov/australia

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	12:59 PM	Met with Karen at IPW16 New Orleans. She used to be the tourism director for Idaho, now lives in Sydney and works for the US Commerical Services. She was looking for specific tips and had spoken to Tia. She published a Hungry Horse Reservoir tip about their water activities. No specific follow up is needed.	Debbie Picard



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Contact

Company	Billabong Tour Operator	Address	Via Pierluigi da Palestrina 7r
Contact	Francesca Ballerini		
Title			Florence,
Phone	39 (055) 367 460	Country	Italy
Mobile Phone		E-mail	billabong@billabong.it
Salutation	Francesca	Web Site	www.billabong.it

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/18/2016	3:22 PM	Met with Francesca at IPW16 New Orleans- Billabong specializes in tailor made tours, escorted tours, fly/drives to Canada, Caribbean, Mexico, Australia, South Africa and in the US specifically national parks. MT/WY are easy to sell in Italy because of Glacier NP/YellowstoneNP. Their repeat USA visitors are asking for our region. Took our usb drive and really listened to our ideas on routing an itinerary through Montana. GC partners can follow up with Francesca..	Debbie Picard



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Contact

Company	JacTravel Canada Inc.	Address	1847 West Broadway
Contact	Gillian Beath		
Title	President		Vancouver, V6J 1Y6
Phone		Ext.	Canada
Mobile Phone		Country	Canada
Salutation	Gillian	E-mail	gb@jactravel.bc.ca
		Web Site	www.jactravel.co.uk

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	11:53 AM	Met with Gillian at IPW16 New Orleans. They are a international inbound operator fo rthe US, Canada. They offer tailor made services to both groups and FIT. Their clients include tour operators in Europe, Australia, South America. they currently have a group out of Holland on a 20 night trip. YNP to Missoula, GNP to Canada. They are looking to work with more hotels in the region. GC Partners can contact Gillian at gb@jactravel.bc.ca	Debbie Picard



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Contact

Company	Elegant Resorts	Address	Sandpiper Way
Contact	Caroline Becket		
Title			Chester,
Phone		Ext.	United Kingdom
Mobile Phone		Country	
Salutation	Caroline	E-mail	caroline.beckett@elegantresorts.co.uk
		Web Site	www.ekegabtresirts.co.uk

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/21/2016	4:24 PM	Met with Caroline at IPW16 New Orleans. Elegant Resorts is a UK luxury tour operator. They tailor make all packages and itineraries to ensure that their clients receive the best products. They are looking for 5 star and currently using The Ranch at Rock Creek and Triple Creek. I suggested they take a look at Paws Up, Flathead Lake Lodge, Lodge at Whitefish Lake and Firebrand when they open. Luxury partners are welcome to follow up.	Debbie Picard



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Contact

Company	TravelZoo Canada Inc.	Address	250 Yonge Street, Suite 2301
Contact	Faith Brillinger		
Title			Tronto, Ontario M5B 2L7
Phone		Ext.	Canada
Mobile Phone		Country	E-mail
Salutation	Faith	Web Site	fbrillinger@travelzoo.com
			www.travelzoo.ca

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	11:38 AM	Met with Faith at IPW16 New Orleans. They are a global internet company with more than 26 million subscribers. They have very high end clients, US is the number 1 destination. They are working with Brand USA ot engage and inspire travelers. Its a program that targets their members based of interest. It's a 10K minimum investment. No follow up is needed.	Debbie Picard



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Contact

Company	Itrip.com		Address	21671 Gateway Center Dr #112	
Contact	Jiali Chen				
Title				Diamond Bar, CA 91765	
Phone	(909) 345-7230	Ext.	Country		
Mobile Phone			E-mail	anneybaby008@163.com	
Salutation	Jiali		Web Site	www.itrip.com	

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/21/2016	1:08 PM	Met with Jiali at IPW16 New Orleans. They are a leading provider of online travel and realted services in China which focuses on indepth local individual travel product with over 200,000 active members. They have offices in Los Angeles and China. Clients are medium to high end and travel all year long. All tours start out of Los Angeles and usually last 17 days. They move FAST. He has a 20 day in Canada that could drop into GNP. Showed him how easy it is. No follow up is needed at this time.	Debbie Picard



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Contact

Company	Penta Reizen	Address	Nieuwstraat 31
Contact	Pieter Demuyndt		
Title	President		Izegem, West VL, Belgium
Phone		Ext.	
Mobile Phone		Country	
Salutation	Pieter	E-mail	info@pentareizen.be
		Web Site	www.reis-naar-usa.be

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	11:22 AM	Met Pietr at IPW16 New Orleans. They are a travel agency specializing in tailor made travelers that might have special requests. They have offered a motorcycle trip that includes Ennis/Salmon ID/Virgina City (that included one night in Billings then south to Cody) on a yearly basis. He described his clients and that they are appointment in office clients, no internet website seekers and they convert 85% into bookings. They create a road trip booklet that is very personalized. He is going to be in Montana in July 2016. Billings to YNP and Helena. GC partners can follow up at info@pentareizen.be	Debbie Picard



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Contact

Company	ADARA	Address	351 E. Evelyn Ave, Suite 100
Contact	Darren Dunn		
Title	Vice President		Mountain View, CA 94041
Phone	(206) 851-3866	Ext.	United States
Mobile Phone		E-mail	darren.dunn@adara.com
Salutation	Darren	Web Site	www.adara.com

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	12:30 PM	Met with Darren at IPW 16 New Orleans. Adara leverages global proprietary travel data to deliver increased business performance through their innovative platform. It transforms loyalty, search and booking data into actionable insights allowing companies to better understand, research and engage customers. They currently work with Brandon at Big Sky Resort. I gave him Racene's name to follow up as this deals with statistics and analytics on what we are already doing. If GC partners want analytics help contact Darren at darren.dunn@adara.com	Debbie Picard



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Contact

Company	Sensations du Monde	Address	93285 Saint Denis
Contact	Jean-Luc Durovray		
Title			Cedex,
Phone		Ext.	France
Mobile Phone		Country	
Salutation	Jean-Luc	E-mail	jldurovray@sensationsdumonde.com
		Web Site	www.sensationsdumonde.com

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	3:44 PM	Met with Jean-Luc at IPW16 New Orleans. He was late to our appointment and missed most of the allotted time. They work with RMHTours for international inbound. He is looking for something different than what everyone else has on their websites. Smaller properties for families to come and stay. He thinks GNP is something special that people will be drawn to. Smaller properties that want to work draw the French clients can contact Jean-Luc, but more importantly work with Rocky Mountain Holiday Tours for bookings.	Debbie Picard



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Contact

Company	Knecht Reisen	Address	Rohrerstrasse 100
Contact	Robin Engel		
Title	Product Manager		Windisch,
Phone	01-41-62-8347111	Ext.	Switzerland
Mobile Phone		Country	
Salutation	Robin	E-mail	rengel@knecht-reisen.ch
		Web Site	

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	11:03 AM	Met with Robin Engel at IPW16 New Orleans after meeting with him at RMI Roundup in Cody. 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. In March 2006 they launched their North America program and they took the lead with travel to NA. Robin rolled out the partnership with Brand USA and Montana and wants \$\$ to participate. He says 95% of travelers use the brochure. We are participating in a Rocky Mountain Region brochure and have sent the appropriate materials. This is a good operator. GC Partners can contact Robin at rengel@knecht-reisen.ch	Debbie Picard



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Contact

Company	The Mark Travel Corporation	Address	9578 Lavarun Court
Contact	Hylton Fothergill		
Title	Manager		Las Vegas, NV 89123
Phone	(414) 934-2575	Ext.	Country United States
Mobile Phone			E-mail hfothergill@marktravel.com
Salutation	Hylton		Web Site www.marktravel.com

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	12:17 PM	Met with Hylton at IPW 16 New Orleans. Hylton used to work for one of the leading inbound operators GTA. He recently started working for Mark Travel who's parent company is Southwest Airlines, only they are the hotel broker part of the company that packages. He represents the National Parks in the US and is looking for product around GNP. If hotel properties around GNP would like to contact Hylton to learn more about working with them he can be reached at hfothergill@marktravel.com	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

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/21/2016	12:48 PM	Met with Thorsten at IPW16 New Orleans. (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 flies 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 Roundup and seeing all the properties that they have allotments with throughout the region. He talked mainly about a RTK - a group of independant travel agencies that have formed a consortium. They are planning to do a FAM trip to the US but doesn't know if they will get to our region. Hey also do 2 road shows and webinars for the agents. GC partners that would like to follow up do so at tf@fly2america.de	Debbie Picard



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Contact

Company	Compagnies Du Monde	Address	5, Avenue de l'Opera
Contact	Nora Gherras		
Title			75001 Paris,
Phone		Ext.	France
Mobile Phone		Country	
Salutation	Nora	E-mail	nora@compagniesdumonde.com
		Web Site	www.compagniesdumonde.com

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/21/2016	12:59 PM	Met with David Leguide at IPW16 New Orleans. They specialize in high-end and luxury tailor made travels. They are at IPW looking for luxury hotels, self-drive tour itineraries as well as hotel or unique lodging that can be rented out for families. They work with a lot of groups like Rotary, Team of Ten. Nora is the product manager who has been to MT several times was not able to be at IPW. David does the financial stuff. They utilize RMHTours as their preferred receptive. Luxury properties can follow up with Nora at nora@compagniesdumonde.com	Debbie Picard



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Contact

Company	Meso Reisen GmbH	Address	Otto-Suhr-Str 59
Contact	Antje Gruber		
Title			Berlin, 10585
Phone		Ext.	Germany
Mobile Phone		Country	
Salutation	Antje	E-mail	agruber@alternativ-tours.de
		Web Site	www.alternativ-tours.de

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/21/2016	1:52 PM	Met with Ulrike Finke at IPW16 New Orleans. Franzi from his company was just at Roundup 2016 Cody and on our YNP to GNP FAM tour after. Ulrike is familiar with GNP and did a 4 night motorhome trip. He works with Daryl at the Tipi Village. They are a German wholesaler offering travel to North America but also to Asia, Australia, New Zealand, Central & South America and Africa. They sell mostly FIT, fly-drive, B&B, motorhome, lodges and resort packages. Some escorted tours and some group tours. They work with RMHT in this region. Follow up can be with Franzi at frottig@alternativ-tours.de or Ulrike at ufinke@alternativ-tours.de	Debbie Picard



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Contact

Company	Great Rail Journeys	Address	
Contact	Andy Hawke		
Title			York,
Phone		Country	United Kingdom
Mobile Phone		E-mail	andyhawke@greatrail.com
Salutation	Andy	Web Site	www.greatrail.com

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/18/2016	2:53 PM	Meet with Andy at IPW16 New Orleans. They are the largest UK operator offering holidays by rail. They currently run 16 tours series to all corners of the US. He is offering 2 trips to GNP. One in April and one in October. Just realized that the advertised GTTSR isn't going to be open in April and had to adjust. I found out the scheduled close is October 16, 2016 and his date to be in the park is October 13. We have come up with alternative plans in case weather is bad and he is working with Red Bus tours to get a back up plan. He wanted more information on Blackfoot Tipi Village, Trail of the Cedars and Avalanche Lake trail, Belton Chalet and Izaak Walton Inn. I sent information, but GC partners off the rail line that want more business should contact Andy directly at andyhawke@greatrail.com	Debbie Picard



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Contact

Company	Booking.com / Priceline.com INC	Address	33 New Montgomery St.
Contact	Carter Hearne		5th Floor
Title	Revenue Account Manager		San Francisco, CA 94105
Phone	(415) 633-4034 Ext.	Country	United States
Mobile Phone		E-mail	carter.hearne@booking.com
Salutation	Carter	Web Site	www.booking.com

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	12:07 PM	Met with Jashmi Kalra at IPW 2016. They are the world leader in booking accommodations online with 550,000 room nights reserved each day (Priceline.com). They require a 15% commission when guest stay and are an At Will operation with no big long contract. They have an office in Seattle for customer service. They would like to work with all kinds of lodging from the small B&B to the ranches to the large luxury hotels. They desire to provide the entire experience so attractions as well. Their landing pages are translated into 42 different languages. They will come and do workshops for us to show how to utilize membership. GC partners can follow up with Jashmi at jashmi.kalra@booking.com	Debbie Picard



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Contact

Company	Senior Discovery Tours Canada	Address	225 Eglinton Ave W
Contact	Sandra Hirsimaki		
Title			Toronto, M4R 1A9
Phone	Ext.	Country	Canada
Mobile Phone		E-mail	sandra@stc.ca
Salutation	Sandra	Web Site	www.stc.ca

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	1:03 PM	Met Lise at IPW16 New Orleans. They are the largest Canadian tour operator specializing in fully escorted group tours for the 50+ traveller. They do not have tours into Montana at this time so she was on a fact finding mission. Her dilemma was airfare. I suggested flying into Galgary and motorcoaching down to GNP & YNP. She thought that was a brilliant idea and could work that into a very nice itinerary. She took our usb drive and will follow up. GC partners can follow up with Lese at lseprus@stc.ca	Debbie Picard



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Contact

Company	TUI Benelux	Address	Zuiderval 120
Contact	Gerben Hoogenkamp		
Title			Enschede,
Phone		Country	Netherlands
Mobile Phone		E-mail	gerben.hoogenkamp@tui.nl
Salutation	Gerben	Web Site	www.tui.nl

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	4:44 PM	Met with Gerben at IPW16 New Orleans. They are part of the TUI conglomerate and the leading travel company in the Dutch market. They offer programs to the US focused on coach tours, fly drives, car rental, RV, beach stays and FIT hotels. Gerben has never been to MT but knows the Dutch love MT and they like to travel. He is looking for 3 star hotels for couples ranging from 53-55, some with kids. He thinks Glacier Country is part of their Canadian itinerary and brochure. They currently work with ATI and Travalco as inbound receptives so follow up should be with those 2 operators for this lead.	Debbie Picard



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Contact

Company	Everbest Travel Services Co. Ltd.	Address	
Contact	Pei-Yee Jen		
Title			Taipei,
Phone		Country	Taiwan, Province of China
Mobile Phone	Ext.	E-mail	jen9578@gmail.com
Salutation	Pei-Yee	Web Site	www.yoyofly.com

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/18/2016	3:28 PM	Met with Pei-Yen at IPW16 New Orleans. They specialize in North America and Latin American outbound tourism, incentive travel, green tourism, sports and culture, ecotourism. Ecotourism is their focus for 2016 destinations and Montana seemed to fit. Their clients are younger in age and like to hike and be in nature. He didn't know too much about the region, so we spent the appointment educating him on Montana. He was very appreciative of the usb drive and said he would study it. Partners can follow up with Pei-Yee.	Debbie Picard



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Contact

Company	Overseas Travel Agency Company	Address	5th Floor Hommachi-Kato Building
Contact	Mr. Masao Konda		4-16 4 Chome, Hommachi, Chuo-Ku
Title	Executive Director		Osaka, 541-0053,
Phone	(6) 6265 2121	Country	Japan
Mobile Phone		E-mail	konda-masao@vacation-ota.jp
Salutation	Masao	Web Site	

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/18/2016	2:39 PM	Met with Masao Konda at IPW16 New Orleans. They are a wholesaler selling product through partnerships with retail travel agencies in Western Japan. They promote Canada and US from students to seniors, FIT and Group. Most of their clients are nature seekers. She has never been to MT herself. She says they currently have people coming to Montana on their Canadian tour to see GNP and also have product in YNP. Motorhome or RV tours are new and thinks Glacier Country would be great for that. I gave her our usb drive with RV itinerary on it for reference. GC partners can email Masao at konda-masao@vacation-ota.jp.	Debbie Picard



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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

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	4:51 PM	Met with Jose at IPW16 New Orleans. 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. There is a new direct flight to Salt Lake City that gives new light to our region for the Dutch because it's much easier to get here. They provide an online library and a link to travel guides to the area that clients are traveling. Gave her our pdf of the travel guide. She mentioned that National Parks are overrated and crowded compared to what is offered inbetween the parks. She would recommend the Bitterroot Valley over YNP. They work with Bonotel, Travalco, Tourico Holidays, Hotelbeds and Tourmappers as US Receptives. Jose was at RMI Roundup in Missoula so she got to see a lot of our area and LOVED it. Contact Jose for further follow up jose@nova-tours.nl	Debbie Picard



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Contact

Company	CANUSA Touristik GmbH & Co. KG	Address	NebendahlstraBe 16
Contact	Tilo Krause-Dunow		
Title			Hamburg,
Phone	Ext.	Country	Germany
Mobile Phone		E-mail	tilo@canusa.de
Salutation	Tilo	Web Site	www.canusa.de

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	10:12 AM	Met with Tilo at IPW16 New Orleans. According to RMI they have a strong clientel presense in the region, however they cancelled their appointment with Marlee just before IPW? Stephen from RMI pullee me aside during his meeting with Tilo and asked if I could help them with an RV park near Glacier National Park this September. We reserved 4 spots for them at the St. Mary's KOA for September 3rd while they are on their own FAM through the region in RV's. I will follow up with him before they leave to see if they need any help. I suggested the free shuttle that runs through Labor Day Weekend since they will have larger vehicles and not enough time to do a red bus tour. GC partners can follow up with Tilo at tilo@canusa.de	Debbie Picard



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Contact

Company	Adventure World	Address	P. O. Box 480
Contact	Stephen Lanfranco		Level 20, 141 Walker Street
Title			North Sydney, NSW 2059,
Phone	(612) 891-30755	Ext.	Australia
Mobile Phone		Country	
Salutation		E-mail	
		Web Site	

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Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/21/2016	1:44 PM	Met with Kristy Prince at IPW16 New Orleans. Kristy spent time in GNP just before IPW and we arranged lodging at Izaak Walton Inn and The Lodge at Whitefish Lake. She would like more information on our winter product. Purchased by Travel Corp. This Australian company is seeing increasing interest in FIT tours (self/drive, multi-night stays) to the US. They think our region is a perfect fit for their company and that western National Parks are their best seller. They use Rocky Mtn Holiday Tours in our region as the receptive. They have just recently partnered with National Geographic. Their "Value Tours" program sells Big Sky and Sun Valley; follow up from Whitefish Mtn. Resort might be beneficial. They currently have a coach tour that starts in Edmonton includes GNP on down to Las Vegas. They are having trouble with a motorcoach that can cross border, looking for 25-32 passenger. GC partners can follow up with Kristy at kristy.prince@adventureworld.com.au Heidi at heidi.bullough@adventureworld.com.ua	Debbie Picard



Contact Report

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Contact

Company	K K Travel	Address	41-14B Main Street, D65
Contact	Kevin Le		
Title	President		Flushing, New York 11355
Phone	(516) 870-2427	Ext.	Country United States
Mobile Phone			E-mail lexiwen20@hotmail.com
Salutation	Kevin		Web Site k-ktravel.com

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	1:42 PM	Met with Kevin Le at IPW16 New Orleans. They are a travel agency and inbound receptive tour operator offering multi-language speaking tour guides. Receiving groups and FIT from all major travel agencies in China. They are designing new tour routes and packages for customers and own a fleet of motorcoaches, minibuses and luxury vans. He was not familiar with Montana and had some requests so wanted to learn more about our state and what we had to offer. No immediate need for GC partners to follow up at this time.	Debbie Picard



Contact Report

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Contact

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

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	10:20 AM	Met with Mike May at IPW16 New Orleans. They are a premium small group adventure specialist offering camping, lodging and family adventures. His card reads AmeriCan Adventures 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. They offer over 80 unique itineraries from 3-64 days in length that focus on North and South America's cities, natural wonders and iconic cultural experiences. On average there is 13 people in the group and they are out for 3 weeks. They currently stay at a KOA in Bozeman, they buy direct and not through a receptive operator. They are looking for options in Missoula and the surrounding area. All GC partners can follow up with Mike at mike.may@americanadventures.com	Debbie Picard



Contact Report

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Contact

Company	Bon Voyage Travel & Tours	Address	6/18 Bellevue Road
Contact	Karen Niven		Southampton
Title	Product & Marketing Manager		SO15 2AY Hampshire,
Phone	011-44-2380-248-248 Ext.	Country	United Kingdom
Mobile Phone		E-mail	karen.niven@bon-voyage.co.uk
Salutation	Karen	Web Site	www.bon-voyage.co.uk

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/21/2016	1:11 PM	Met with Karen at IPW16 in New Orlean after just meeing with Jo Still at Roundup 2016 Cody. They specialize in high-end complex tailor-made itineraries. Their staff travels the regions to know their product to meet their clients exact needs. They work with RMHT in the region for recpetive services. Karen is focused on the RVing aspect of our region. We spoke at length about the oppotunities around GNP, Flathead, Seeley, Bitterroot (which she loves) They are still looking for unique lodging that will work with a US Receptive. I told her about Marina Cay and that Robert is working with RMHTours and that our last FAM loved the property. Unique properties and RVing partners follow up with Karen at karen.niven@bon-voyage.co.uk or Jo at jo.still@bon-voyage.co.uk	Debbie Picard



Contact Report

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Contact

Company	Trans Orbit USA	Address	1771 E.Flamingo Rd #107B
Contact	Mr. Ike Ogura		
Title	Marketing Director		Las Vegas, NV 89119
Phone	(170) 273-39219	Ext.	Country United States
Mobile Phone			E-mail ike@hog-usa.com
Salutation	Ike		Web Site www.traveldonkey.jp

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	12:42 PM	Met with Ike at IPW16 New Orleans. They are a inbound receptive operator specializing in the Japanese market with offices in Las Vegas, LA and San Francisco. 80% tour groups, 20% FIT. His current itinerary in MT starts in Banff, stays 1 night in Kalispell and spend the day in GNP, 1 night in Butte and tours L&C Caverns before heading to Bozeman and on to YNP and flying out of Las Vegas. He has a July FAM with 3 people coming to GNP and didn't have rooms booked yet. I recommended Cedar Creek Lodge in CFalls. Hoping they are open by then. I emailed to see if we could help further with his FAM or suggested itineraries. GC partners are encouraged to contact Ike to see if they can be added to his current GC itinerary for fly drive clients.	Debbie Picard



Contact Report

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Contact

Company	Bailey Robinson	Address	
Contact	Chris Radford		
Title			Hungerford,
Phone		Country	United Kingdom
Mobile Phone		E-mail	chris@realholidays.co.uk
Salutation	Chris	Web Site	www.baileyrobinson.com

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/18/2016	3:14 PM	Met with Bailey at IPW16 New Orleans. Bailey Robinson is a luxury tour operator based in UK renowned for African safaris, worldwide tailor-made journeys and holidays to some of the finest luxury resorts in the world. Their clients are discerning, well-travelled and intellectually wealthy, ranging from retired couples to families with young children. In the US they put together fly-drive itineraries to a diverse range of regions. He said he is versed in our luxury ranches of Paws Up, Ranch at RC and Triple Creek. No immediate follow up is needed from GC partners at this time.	Debbie Picard



Contact Report

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Contact

Company	Vacations to America	Address	
Contact	Lynn Redshaw		
Title			Herts,
Phone		Country	United Kingdom
Mobile Phone		E-mail	lynn@vacationstoamerica.com
Salutation	Lynn	Web Site	www.vacationstoamerica.com

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	4:39 PM	Met Lynn at IPW16 New Orleans. They are a UK operator arranging tailor made holidays to the US. They love accommodations like B&B's, character hotels, deluxe resorts. They feature itineraries for fly-drive, train, escorted tours, RV and cruises. She wanted to know about anything new in the Flathead Valley so we talked about our 4 new hotels, also The Lodge at Whitefish Lake for their higher end clients. She was interested in Cedar Creek Lodge and also Gibson Mansion. Please follow up with Lynn at lynn@vacationstoamerica.com	Debbie Picard



Contact Report

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Contact

Company	Uniamerica International LLC	Address	US Office3820 Highland Oaks Dr.
Contact	Ryan Rui		
Title			Fairfax, VA 22033
Phone		Country	United States
Mobile Phone		E-mail	ryan@uniamericallc.com
Salutation	Ryan	Web Site	www.uniamericallc.com

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	11:10 AM	Met with Ryan Rui and Grace Gao at IPW16 New Orleans. They are a leading travel agency in China, serving high end clients with themed tours to the us. Products include educational programs like summer/winter student groups, FIT, family and small groups, shopping, golf tours, self driving tours and hunting trips. They didn't know anything about Montana or the region so they were at IPW fact finding to see if they could develop product for their clients. They appreciated the usb drives and the information. No immediate follow up is needed from GC partners at this time.	Debbie Picard



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Contact

Company	Jerusalem Express Travel (JET)	Address	53 King Hussein Street
Contact	Ismail Abu Saoud		
Title	General Manager		Amman, Jordan
Phone		Ext.	Jerusalem
Mobile Phone		E-mail	ismail.abusaoud@jet.jo
Salutation	Ismail	Web Site	

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	1:48 PM	Met with Ismail at IPW16 New Orleans. They are a travel agency that mainly deals with Holy Land tours. His tours to US have increased. Mainly to NY, Chicago, Miami but in the last 5 years he has helped over 2000 people come to visit. He is here looking for new destinations and is interested in the Rocky Mountain States and National Parks. He is looking for 4 star hotels for honeymooners and affluent travelers. We discussed our luxury guest ranches and The Lodge at Whitefish Lake. Higher end properties should follow up with Ismail.	Debbie Picard



Contact Report

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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	Japan
Mobile Phone			E-mail	kunitomo@ati-jp.com
Salutation	Kunitomo		Web Site	

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/21/2016	12:54 PM	Met with Kunitomo Tanaka at IPW16 New Orleans. They are bringing Japanese high school students to Montana annually; including the Museum of the Rockies and Yellowstone. They are especially interested in geology and dinosaurs. Although they bring their own Japanese guides, they would be interested in MT based translators/interpreters also. Their next trip is planned for end of March/first of April. They might like to include Glacier NP in the future. Mr. Tanaka took the usb with all the suggested itineraries, profile sheets, images, etc. Follow up with at kunitomo@ati-jp.com.	Debbie Picard



Contact Report

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Contact

Company	Meridia Reisen	Address	D-87634
Contact	Elfriede Wank-Wrba		
Title	Managing Director		Obergunzburg,
Phone		Ext.	Germany
Mobile Phone		Country	Germany
Salutation	Elfriede	E-mail	mail@meridia-reisen.de
		Web Site	www.meridia-reisen.de

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/6/2016	2:19 PM	Met with Elfriede at IPW16 New Orleans. They are a German tour operator specializing to tours to the US and Canada. They are not currently selling our region but wanted more information on it. He is in touch with Suzanne or RMI rep in Germany and can get more information if he needs it. They currently work with America 4 You as their international inbound. No follow up is needed from GC partners at this time.	Debbie Picard



Contact Report

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Contact

Company	Voyages Terra Natura Travel	Address	
Contact	Cori Wiesel		
Title			Miami Beach, FL
Phone		Country	United States
Mobile Phone		E-mail	cori@voyagesterranatura.ca
Salutation	Cori	Web Site	www.voyagesterranatura.ca

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/18/2016	3:01 PM	Met with Cori at IPW16 New Orleans. They are a company that specializes in MICE, receptive and tour operators. They target organizations like Knights of Columbus, , Dioceses events and Papal missions for MICE. They offer more FIT, and small family groups for luxury trips. They are interested in summer and winter adventure trips. Talked about WMR. They want to also develop their luxury ranch stays and intermediate ranch stays. Luxury, Food, Wine, Adventures is what they want to know more about. GC partners should contact Cori at cori@boyagesterranatura.ca	Debbie Picard



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Contact

Company	American Vacations	Address	Akeleibaan 60
Contact	Rob Zegveld		
Title	Office Manager		2908 KA Capellea ann den Ussel,
Phone	011-31-10-258-42-11	Ext.	Netherlands
Mobile Phone		Country	
Salutation	Rob	E-mail	rob@americanvacations.nl
		Web Site	www.americanvacations.nl

Notes

Date Range: 7/1/2016 - 7/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/19/2016	11:58 AM	Met with Rob at IPW16 New Orleans after seeing Rob at RMI Roundup 2016 Cody. They are a web-based tour operator specializing in USA. They work mostly fly-drive and tailor-made tours. They were at Roundup to learn about new ideas because there is lots of interest in Montana. The Euro is expensive right now so travel is rough but people are still traveling. They are currently working with RMHTours as the preferred international inbound operator in the region. Any new product that GC partners want to introduce to Rob, contact him at rob@americanvacations.nl.	Debbie Picard