



# Contact Report

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

## Contact

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

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	1:07 PM	Met with Christine Dancescu (Director of Product) at ABA 2013 in Charlotte NC (mutual request) -From previous notes it looks like they have a great, detail intensive tour through Glacier Country. The tour is 10 days that includes St. Mary's Lodge, Going to the Sun Road, lunch at the Bigfork Inn, Glacier Raft Co trip with lunch, Whitefish Mtn Resort chairlift ride with guided hike with naturalist, 3 nights in Whitefish, and the People Center in Pablo. It's based on our Glacier Country suggested itinerary. Morten is our West Coast Director of Product, so Christine did not have knowledge about this tour and said to follow up with Morten. I have an appointment to meet with Morten at NTA in a week and will follow up on any details that need discussing for this upcoming season. He is hoping to sell this tour 6 times a year for both domestic and International groups. No follow up needed until February after NTA meeting. Any requests will be in my NTA Leads.	Debbie Picard



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## Contact

Company	Tourco's Firstline Tours Inc.	Address	18530 N.E. Ulysses St.
Contact	Tom Blumberg		
Title	VP of Operations		East Bethel, MN 55011
Phone	(763) 780-2985	Ext.	
Mobile Phone		Country	
Salutation		E-mail	tourcotrav@aol.com
		Web Site	www.tourcotravel.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	1:40 PM	Met with Tom Blumberg (VP Operations) at ABA 2013 in Charlotte NC (mutual request) - Tom has 2 very successful tours that come through Glacier utilizing the BW Rocky Mountain Lodge and Sun Tours. Both of these tours sell very well. He also has a tour from Livingston to Spokane. He wants to stop in Missoula and is looking for a great restaurant and/or attraction. Looking for Smokejumper information/Rocky Mountian Elk Foundation information and group restaurant/dining options. I will follow up with his requests, but feel free to send him information at tblumberg23@gmail.com	Debbie Picard



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## Contact

Company	Carefree Tours of Tennessee	Address	4340 Pippin Road
Contact	Brad Byers		
Title	President		Cookeville, TN 38501
Phone	(931) 372-8989	Ext.	
Country			
Mobile Phone		E-mail	bradbyers@carefreetourstn.com
Salutation	Brad	Web Site	

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## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	2:07 PM	Brad Byers requested an appointment with me at ABA 2013 Charlotte NC that was not scheduled by ABA. I stopped by his booth to drop off my profile sheet and he said he would call to discuss their 2013 tour to Glacier. I will follow up to see what he needs and send out appropriate lead.	Debbie Picard



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## Contact

Company	Leisure West Tours and Cruises	Address	1266 Strong St.
Contact	Lee Dahl		
Title			Brighton, CO 80601
Phone	303.659.4858	Ext.	
Mobile Phone		Country	
Salutation	Lee	E-mail	lwt@leisurewesttours.com
		Web Site	

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	12:32 PM	Met with Joan Fields at ABA 2013, Charlotte NC (mutual request) -She has a preformed group wanting to go to GNP August 2013. She says she has contacted GPI/GNP, but doesn't have contracts yet. She wants to stay at Lake McDonald Lodge or St. Mary's Lodge and do a Jammer tour. Will send GPI her contact information pronto! She may be out of luck, and be looking for other options in August. If you would like to follow up with a great attraction or overnight offer for August 2013 email Joan at lwt@leisurewesttours.com	Debbie Picard



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## Contact

Company	Supreme Travel LLC	Address	P.O. Box 716
Contact	Dan Erickson		
Title	President		Menomonie, WI 54751
Phone	(715) 235-4443	Ext. 12	
Mobile Phone		Country	
Salutation	Dan	E-mail	sttravelclub@yahoo.com
		Web Site	www.supremetravelllc.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	11:59 AM	Met with Dan Erickson (President) at ABA 2013, Charlotte NC (mutual request) - they work 85% with student groups/music programs/churches and Bank Travel. He says he has a senior group that is interested in coming to GNP in 2014. He likes AMTRAK but says it comes through the area in the dark and can't see the beautiful scenery. Wants more information on Whitefish Mountain Resort's Aerial Park, things to do in Missoula and down the Bitterroot Valley. He asked about a possible FAM trip, per further conversation with Marlee, she thought he wants to bring 40 ppl for a FAM. Marlee will follow up on the FAM information and get back to me. I will follow up and send him information on the Aerial Park, Missoula and Bitterroot. If you would like to send him attraction information send it via email at sttravelclub@yahoo.com	Debbie Picard



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## Contact

Company	Tours For You LLC	Address	210 Rosewood Dr.
Contact	Alice Hahn		
Title			Bardstown, KY 40004
Phone	(502) 348-0558	Ext.	
Mobile Phone		Country	
Salutation	Alice	E-mail	alice@toursforyoullc.com
		Web Site	www.toursforyoullc.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	11:48 AM	Met with Alice Hahn at ABA 2013, Charlotte NC (mutual request) -She had a Glacier Park tour scheduled for last year but had to cancel due to low sales. She only had 18 ppl sign up for the tour. She thinks if she incorporates more into the trip it will sell better. She wants to fly into Spokane and motorcoach over and fly out of Missoula. I discribed a great itinerary from Spokane, stopping in Wallace ID, on to Kalispell, Whitefish, Glacier, Flathead, Missoula and Bitterroot Valley. She wants more information on Smokejumper Center, sapphire mining and the Daly Mansion. I will email her our suggested itineraries but additional information from attractions in Glacier Country are welcome at alice@toursforyoullc.com	Debbie Picard



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## Contact

Company	Ionosphere Tours	Address	307 N. Main St
Contact	Lori Hartleroad		
Title			Anderson, SC 29621
Phone	(864) 225-7783	Ext.	
Mobile Phone		Country	
Salutation	Lori	E-mail	lori@ionospheretours.com
		Web Site	www.ionospheretours.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	2:02 PM	Lori Hartleroad (Tour Coordinator) requested an appointment with me at ABA 2013, Charlotte NC, however one was not scheduled. I stopped by their booth to drop off a profile sheet and will follow up on what their needs are for Glacier Country in the future.	Debbie Picard



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## Contact

Company	Abbott Trailways	Address	1704 Granby Street
Contact	Briggs Hensley		
Title	Manager		Roanoke, VA 24012-5604
Phone	(540) 343-1133	Ext. 121	Country
Mobile Phone			E-mail
Salutation	Briggs		heather@abbottbus.com
			Web Site

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	12:48 PM	Met with Briggs Hensley (Tour Manager) at ABA 2013: Charlotte NC (mutual request) - they continue to sell their Golden West Tour that comes through Glacier Country in July and love it. The current itinerary has them spending one night in Glendive, Great Falls and Kalispell and visiting GNP for one day and they think it works great, however he may look into adding a trip to the Canadian side of GNP. Wants a follow up call from GPI to see about the option. He did take my other itinerary options and "What's New" this is a 20 day tour so they are on the road for a long time and don't have much flexibility to add additional attractions or sights to it. Sent information to GPI.	Debbie Picard





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## Contact

Company	Bieber Transportation Group	Address	P.O. Box 180
Contact	Nancy Kreisher		320 Fair St.
Title	Group Sales Representative		Kutztown, PA 19530
Phone	(610) 683-7333 Ext.	Country	
Mobile Phone		E-mail	susan@biebertours.com
Salutation	Nancy	Web Site	www.biebergroup.com

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## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	1:56 PM	Nancy Kreisher with Bieber Transportation Group requested an appointment but it was not scheduled through ABA. I stopped at her booth and dropped off our profile sheet and will follow up with her regarding needs for future tours.	Debbie Picard



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## Contact

Company	Shebby Lee Tours, Inc.	Address	P.O. Box 1032
Contact	Shebby Lee		
Title			Rapid City, SD 57709
Phone	605.343.4852	Ext.	
Mobile Phone		Country	
Salutation	Shebby	E-mail	shebby@shebbyleetours.com
		Web Site	

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	11:35 AM	Met with Shebby Lee (Owner/Operator) at ABA 2013, Charlotte NC (mutual request) - Shebby just completed a bid for a client that includes GNP for 2013 and wants current Jammer information. She has always utilized BW KwaTaqNuk in Polson. She appreciates new itineraries and "What's New". She specializes in historical tours and trails of the Dakotas and Lewis & Clark. She has a Lewis & Clark Tour planned for 2013 and will continue it for 2014, with overnights in Billings and Great Falls and a stop at Travelers Rest before heading to ID. This tour does not have an overnight in Missoula planned. Shebby is looking for additional suggestions (one or two fun interactive group ideas) in Missoula and down the Bitterroot that are historical in nature. I will send her information on Daly Mansion, St Mary's Mission and the historical museum in Missoula. If you would like to send her additional information please send it to her email at shebby@shebbyleetours.com	Debbie Picard



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## Contact

Company	Transportation Charter Services	Address	1931 North Batavia Street
Contact	Kathryn Mayer		
Title	Vice President of Sales		Orange, CA 92865
Phone	(714) 637-4300 Ext.	Country	
Mobile Phone		E-mail	kathryn@tcsbus.com
Salutation	Kathryn	Web Site	www.tcsbus.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	10:57 AM	Met with Kathryn Mayer (Vice President of Sales) at ABA 2013 in Charlotte NC (mutual request) - She recently purchased TCS and is trying to move it from just a charter bus company and day trips in California, to a full fledged tour company. This was her first trip to ABA. She is not familiar with Glacier Country, but her husband (sitting next to her) grew up in Alberta so was helping her with locations. She spent 2 years in Seattle so is familiar with most NW product. She is looking for info on Glacier NP, attractions, and suppliers so feel free to send via email at kathryn@tcsbus.com. She mentioned several times TRAIN/AMTRAK, so wanting train suggestions and I will follow up on this. They really appreciated the suggested itineraries. They are the charter service for Western Discovery and Contiki Holidays as well as designing their own tours.	Debbie Picard



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## Contact

Company	Neff Tours Inc.	Address	1525 Oregon Pike, Suite 2201
Contact	Cindy Neff		
Title	Group Tour Planner		Lancaster, PA 17601
Phone	(717) 397-000	Ext. 11	Country
Mobile Phone			E-mail
Salutation	Cindy		www.bobnefftours.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	11:27 AM	Met with Cindy Neff (Tour Planner) at ABA 2013, Charlotte NC (DMO request) - they are experiencing more requests for National Park trips. They specialize in US and Canada to the mid to upscale client. Mostly Babyboomer and senior markets. She is familiar with GNP and is looking for info on other attractions, and suppliers in Glacier Country...her question was what else? She is looking for additional information on the Whitefish area, especially summer attractions, Kalispell area summer attractions and down the Bitterroot Valley (heard it was beautiful) I will follow up with our member attractions/lodging and restaurants. If you would like to send her information, please follow up via email cneff@bobnefftours.com.	Debbie Picard



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## Contact

Company	Mid Atlantic Receptive Serviex	Address	PO Box 4539
Contact	Hannah Oliver		
Title	Tour Planner		Arlington, VA 22204
Phone	(540) 869-1864	Ext.	
Mobile Phone		Country	
Salutation	Hannah	E-mail	hannah@takeafuntrip.com
		Web Site	www.takeafuntrip.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	11:19 AM	Met with Hannah Oliver (Tour Planner) at ABA 2013, Charlotte NC (mutual request) -She is new to MARS and just getting familiar with what they offer. MARS is a TAP (Tour Alliance Partner) Member and so she is wanting to get familiar with the product that is in Montana for Guaranteed Departures. There are two companies that are TAP members that offer guaranteed departures (Sports Leisure Vacations and AFC Vacations) Their company focuses on East Coast, tons of student groups to DC. No particular follow up with her at this time. Will call if she needs further information.	Debbie Picard



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## Contact

Company	Mayflower Tours, Inc.	Address	1225 Warren Avenue
Contact	Tim Patrick		P.O. Box 490
Title	Director of Product Development		Downers Grove, IL 60515-3597
Phone	630-435-8268	Country	
Mobile Phone		E-mail	tpatrick@mayflowertours.com
Salutation	Tim	Web Site	

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	1:48 PM	Met with Gary Haverkamp (Operations Manager) at ABA 2013 in Charlotte NC (mutual request) - they have a great tour scheduled for August 2013 that includes Wallace, Conrad Mansion, Big Fork, Glacier Park Lodge, Jammer, Plains Indian Museum. Dinner at Big Fork Inn isn't offered anymore so they are looking for group dining suggestions in Kalispell. Their group is roughly 45 ppl with a \$30 budget. Staying at the Red Lion Kalispell. I forwarded his dining request to Diane at the Kalispell CVB for suggestions and sent that off to him. If you would like to offer a proposal for dining in Kalispell his email is, garyhaverkamp@mayflowertours.com and he needs it ASAP.	Debbie Picard



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## Contact

Company	Academic Travel Services, Inc.	Address	PO Box 547
Contact	Greg Shipley		
Title	Senior Consultant		Hendersonville, NC 28793
Phone	(828) 692-7733	Ext.	
Country			
Mobile Phone		E-mail	academictravel@hotmail.com
Salutation	Greg	Web Site	www.academictravel.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	12:42 PM	Met with Greg Shipley (Senior Consultant) at ABA 2013: Charlotte NC (DMO request) - they specialize in student groups (95%) to the DC, NY and Chicago areas. Not exactly sure how I ended up with this appointment. Spent the 7 minute appointment educating him on Glacier Country. Said he might personally come, but no plans for a group to the area. No need for follow up at this time.	Debbie Picard



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## Contact

Company	Brewster Travel	Address	82 West Liberty Street
Contact	Chuck Smith		
Title	President		Martinsburg, OH 43037-0189
Phone	(740) 668-2877	Ext.	
Mobile Phone		Country	
Salutation	Chuck	E-mail	brewstertravel@yahoo.com
		Web Site	

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	12:54 PM	I had an appointment scheduled with Lita Grudier (Vice President) at ABA 2013: Charlotte NC, however she was not there when I arrived. Instead I spoke with Rusty about tour options to Glacier Country. He didn't talk much at all, and didn't know what the plans were for future tours to Montana. Later when discussing leads with Marlee, MTOT she said "Lita" is looking to put a Washington/Oregon/Glacier tour together. My plan is to follow up with Lita for future opportunities and help with her itinerary. I will then send out an email to those she is requesting information about from Glacier Country.	Debbie Picard





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## Contact

Company	Capitol Bus Lines Inc.	Address	2926 Leaphart Road
Contact	Glenda Tate		
Title	Tour Consultant		West Columbia, SC 29169-3647
Phone	(803) 794-9661	Ext.	
Mobile Phone		Country	
Salutation	Glenda	E-mail	theyoungs@capitol-tours.com
		Web Site	www.capitol-tours.com

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	1:33 PM	Met with Glenda Tate (Tour Consultant and Escort) at ABA 2013 in Charlotte NC (mutual request) - They did not sell their 22 day Yellowstone/Glacier from South Carolina trip for 2013. She plans to run it every other year since it is such a long one. She says that the itinerary they have is great and will call me if they need any tweeks to it for the future. No additional information is needed at this time.	Debbie Picard



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## Contact

Company	Leisure Time Charters and Tours	Address	73 Gaston Westbrook Ave
Contact	Brenda Tidwell		
Title	CTIS		Emerson, GA 30137
Phone	(770) 382-7726	Ext.	
Mobile Phone		Country	
Salutation	Brenda	E-mail	leisuretimebus@bellsouth.net
		Web Site	

## Notes

Date Range: 1/1/2013 - 1/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
1/11/2013	12:20 PM	Met with Brenda Tidwell at ABA 2013, Charlotte NC (mutual request) - they usually sell a GNP trip every year in July. They come through Great Falls, and have usually stayed in Cut Bank, and would like information on group friendly dining in Cut Bank. They would consider staying closer to the park, but room rates are usually an issue. She requested Jammer contact information, so will send her GPI group contact information. She did request more information about Missoula and attractions around the greater Missoula area. I will send her information on our members in Missoula, but if you are an attractions in Missoula feel free to email your information to Brenda at leisuretimebus@bellsouth.net	Debbie Picard