



# Contact Report

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

## Contact

Company	Marco Vasco	Address	36 Rue Brunel
Contact	Asma Borni		
Title			Paris,
Phone		Ext.	France
Mobile Phone		Country	
Salutation	Asma	E-mail	tours@marcovasco.fr
		Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:10 PM	Met with Asma at Go West 2015 C. Springs. They are the 2nd largest tour operator in France. They sent 4,000 visitors to the US last year, and the US is their top destination. They do custom packages for FIT only, no group. They work with Rocky Mountain Holiday Tours and wanted to get familiar with Glacier Country besides GNP. The best way to work with this operator is to be in touch with RMHT as a receptive in the Rocky Mountain region.	Debbie Picard



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Missoula, MT 59802

## Contact

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

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	3:39 PM	Met with Nimfa Go West 2015 C. Springs. They currently do FIT/ family drive tours in our area -- and more are being developed. ATI packages hotel, car, and activities, typically 7-14 day trips. They usually customized to suit clients from the suggested itineraries in their tariff, including the "Best of the West" and "Grand MT". They do a combo of basic hotels and ranches (that will take vouchers). They had a great working relationship with GPI when they held the park concessions contract. She wanted me to tell Mark HI. She wanted to hear about any new hotels (Red Lion Polson) ATI now has an office in Beijing, which is slowly growing bus tours to the USA.but currently they just offer fly drive in Montana with product in Kalispell and Missoula. They have a new tour North by Northwest: staying in Kalispell for 2 nights (Red Lion) and Whitefish 2 nights. They have 5 departure dates start in San Francisco end in Calgary (19 days) They need more hotels in Missoula. Also looking for restaurants and attractions info in the area, including ziplines. All GC partners can follow up with Nimfa at nimfa_calalang@ameriantours.com	Debbie Picard



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Missoula, MT 59802

## 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: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	4:02 PM	Met with Luisa at Go West 2015 C.Springs. 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. She wanted to know 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. GC lodging partners can contact Luisa about putting up an allotment of rooms for them to sell. Luisa@teamamericany.com	Debbie Picard



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## Contact

Company	GTA	Address	2460 Paseo Verde Parkway
Contact	Hylton Fothergill		Suite 100
Title	Senior Development Exec.		Henderson, NV 89074
Phone	(702) 531-5224	Country	
Mobile Phone		E-mail	hylton.fothergill@gta-travel.com
Salutation	Hylton	Web Site	www.gta-travel.com

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	12:14 PM	Met with Hylton at Go West 2015 C.Springs. Global Travel Services is one of the leading wholesalers of hotels, ground travel and group tours. They build relationships with businesses that sell travel. They have rolled out a new system where hotel self manage their inventory on their site. They will have to know their rates through 2015 and will have to give an allotment but can change as they sell out. They can have blackout dates and do need competitive rates to utilize system. Any GC partner who is interested can contact Hylton at hylton.fothergill@gta-travel.com or Salvatore at salvatore.carusone@gta-travel.com	Debbie Picard



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## Contact

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

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	11:39 AM	Met with Ivar Hottentot at Go West 2015 C. Springs. Tourico Holidays is a leading global travel brokerage company. They are looking to contract directly with travel providers with a focus on hotel chains and cruise lines. They work on a wholesale model to broker this inventory to international businesses using a proprietary technology. Deep discounts are required and a commission paid to be included on their website/catalogs. They have a new Sam's Club program that is working very well. Right now they have a 10 week training program for 26 new product managers. Sam Mignoni will be the product manager for our area. Sam is willing to come to Montana if we get 25 lodging properties that would like a training session on how their system works and how they can jump in on the international busisness. He says that pacing in up for Montana product by 125% Lodging partners can contact Sam at <a href="mailto:samuel.mignoni@touricoholidays.com">samuel.mignoni@touricoholidays.com</a>	Debbie Picard



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## Contact

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

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	4:08 PM	Met with Christine at Go West 2015 C. Springs. Again Travco is a B2B receptive operator. They core business focus is supplying hotel rooms to the travel trade. Thousands of international hotels offer outstanding selection of global accommodations at the lowest rates. They have an advanced online booking system that can be viewed in 9 major languages and hotel guides that are translated. They want to work with budget properties to 5 star. Any GC partners that would like to learn more about this opportunity can contact Christine at chollister@travco.co.uk	Debbie Picard



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## Contact

Company	Drivetravel Co., Ltd	Address	808 ho, Wangsan-ro
Contact	Sanggu Jung		
Title		Country	Seoul, South Korea
Phone		Ext.	
Mobile Phone		E-mail	sanggu.jung@drivetravel.co.kr
Salutation	Sanggu	Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:45 PM	Met with Sanggu at Go West 2015 C.Springs. Drivetravel focuses on car travel in the US, targeting the American West. They make over 400 rental car bookings a month as well as hotel and air reservations. CA AZ UT NV and WA are their most visited states and they are looking to expand. He is very familiar with Montana and Glacier. When he visited the GTTSR wasnt open and he almost cried.He is focusing on a YNP and GNP Canadian Rockies tour itinerary. Loved my thumb drive for help. GC partner can contact him at sanggu.jung@drivetravel.co.kr	Debbie Picard



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## Contact

Company	TourMappers North America	Address	132 Boylston St. 4th Floor
Contact	Doug Kellogg		
Title			Boston, MA 02116
Phone	(617) 236-1236	Ext.	
Mobile Phone		Country	
Salutation	Doug	E-mail	doug@tourmappers.com
		Web Site	www.tourmappers.com

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:57 PM	Met with Doug at Go West 2015 C. Springs. They are a full service receptive tour operator offering the US and Canada. They sell properties of all types, B&B, boutique, inns, hotels, resorts, as well as attractions and transportation. They currently have contacts with YNP properties (Deleware North) but were not familiar with Glacier National Park or the area. Unique properties can call to work with this receptive operator at doug@tourmappers.com	Debbie Picard





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## Contact

Company	Travel USA	Address	#229 Dosanweve, 58, Susong-dong
Contact	Hyung Kim		
Title			Seoul,
Phone		Ext.	Korea, Democratic Peoples Rep
Mobile Phone		Country	
Salutation	Hyung	E-mail	cocopeli7@naver.com
		Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:40 PM	Met with Henry at Go West 2015 C. Springs. Travel USA offers wholesale packaged tours to the US to Korean tour companies. Currently they go to Yellowstone. He showed me 2 tours to YNP one in the summer and one in the winter. They work mainly with groups. They do have groups that fly into Seattle and GNP might be a good addition to that groups tour. He took my information and told me he will take it back to his office. Mainly looking for major destination at this time. No follow up needed.	Debbie Picard



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## Contact

Company	Watu Inc.	Address	Room 213, Edaeyeok
Contact	Boonran (Karen) Lee		
Title			Prugio City, Seoul
Phone		Ext.	South Korea
Mobile Phone		Country	
Salutation	Boonran (Karen)	E-mail	watukorea@gmail.com
		Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	6:05 PM	Met with Karen at Go West 2015 C. Springs. I had met with Karen at NTA as well to get her familiar with Glacier Country Montana. Since 2011 WATU Travel specialized in Canada by motorhome, FIT and rail. They are just now developing their US programs. They have developed a new website for FIT itineraries. She was very impressed with the Red busses. They are looking for lots of input. All GC partners can follow up with Karen at watukorea@gmail.com	Debbie Picard



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## Contact

Company	Nanhu Travel US Inc.	Address	155 N. Lake Ave #800
Contact	Tracy Luo		
Title			Pasadena, CA 91101
Phone	(626) 993-6803	Ext.	
Mobile Phone		Country	
Salutation	Tracy	E-mail	wendyluo@nanhuttravelus.com
		Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	3:20 PM	Met with Wendy and Tracy at Go West 2015 C. Springs. They are one of the top travel agencies in China. They sent 3,000 people to the US last year and are on target to send 10,000 this year. They mainly come in as group tours, but some do plan their own. Right now they are still focused on the larger cities in the US, but they do want to offer something different. They took my thumb drive and looked through my photos of Glacier Country and thought it was beautiful. They do not need any further follow up at this time.	Debbie Picard



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## Contact

Company	Tour Connections	Address	221 Rio Chama Circle SW
Contact	Sharon Marzec		
Title			Los Lunas, NM 87031
Phone	(505) 916-7790	Ext.	
Mobile Phone		Country	
Salutation	Sharon	E-mail	tourlady@rocketmail.com
		Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	3:03 PM	Met with Sharon at Go West 2015 C. Springs. They offer preformed/custom tours to specialty groups, travel clubs and associations. Most of their groups originate in the mid-west with destinations throughout the US and parts of Canada. The average age of the groups are 50+ active adults. She was interested in the activities at WMR, particularly the walk in the tree tops and the smokejumper center in Missoula. GC partners are encouraged to follow up with Sharon at tourlady@rocketmail.com	Debbie Picard



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140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	Nihombashi Travellers Club Co Ltd	Address	Nisshokan Building 1F
Contact	Mr. Toru Nishiyama		1-10 Nihombashi Kabuto-cho
Title	Senior Managing Director		Tokyo 103-0022
Phone	81 (3) 3661-0111 Ext.	Country	Japan
Mobile Phone		E-mail	nishiyama@travellers.co.jp
Salutation	Toru	Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	11:32 AM	Met with Mr. Toru Nishiyama Go West 2015 C. Springs - They work with special interest travel for seniors in Japan. Their typical groups range from 15-20 people. Currently only in Colorado and New England. They've done a MT trip that included Bozeman + Yellowstone NP, then heads south. He has been to MT himself about 20 yrs ago, visited Glacier NP. He is very serious about the Montana product and took mega notes while I was talking about GNP, Reds, WMR, Bigfork, Indian Reservations, Missoula, Bison Range, Hiking Bitterroot, soft adventure opportunities. All GC partners can follow up with him at nishiyama@travellers.co.jp	Debbie Picard



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140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	Allied TPro Inc	Address	2460 Paseo Verde Parkway
Contact	Karin Omojola		Suite 100
Title	Senior Product Manager		Henderson, NV 89074
Phone	(702) 837-9868	Ext.	
Country		Country	
Mobile Phone		E-mail	karin.omojola@alliedtpro.com
Salutation	Karin	Web Site	www.alliedtpro.com

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	11:44 AM	Met with Bogdana at Go West 2015 C. Springs. They are a prominent leader in the US inbound market and served more than 600 tour and travel providers in 50+ countries. They have 4 product lines, American Classics, Coterie Designs, Premiere and Brite Spokes. In our area they are working with the Lodge at Whitefish Lake for their ski program. Also using the Holiday Inn Missoula in the warm season. They are looking at an escorted series to run to Glacier. All GC lodging properties that would like to work with a large receptive tour operator can contact Bogdana at bogdana.voicu@alliedtpro.com	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Travalco USA Inc	Address	12000 Biscayne Boulevard
Contact	Mariette Oppenhuizen		Suite 600
Title	Owner		North Miami, FL 33181
Phone	(305) 899-6522	Ext.	
Mobile Phone		Country	
Salutation	Mariette	E-mail	mo@travalco.com
		Web Site	http://www.travalco.com/

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:24 PM	Met with Pauline at Go West 2015 C. Springs. Travalco chooses to be an exclusive B2B company. They enjoy partnerships with leading Tour Operators from 56 countries which ensures a healthy business mix and valuable year-around production. They are looking for more options in Whitefish and Kalispell specifically Bed & Breakfast and Ranch stays. December - March is their booking season so time if of the essence for those that would like to sell their rooms. They need to offer a 25% commission. Contact Pauline at pauline@travelco.com	Debbie Picard



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140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	Travel Tours International	Address		
Contact	Roberto Rodriguez			
Title				
Phone		Ext.	Country	Mexico
Mobile Phone			E-mail	
Salutation	Roberto		Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	3:56 PM	Met with Roberto at Go West 2015 C.Springs. TTI is a wholesaler to travel agencies, FIT, companies and schools. They offer their own packages but also buy from larger wholesalers. They specialize in US, Mexico, Caribbean and Europe. Groups are small 10 to 20 or individuals. They are looking for sightseeing, adventure and history. Roberto was late to our meeting and did not speak English well. He is looking for a destination for Ski Groups. We talked Whitefish, but he didn't seem interested. No further follow up is needed.	Debbie Picard





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## Contact

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

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	6:01 PM	Met with Bill and Ryan at Go West 2015 C. Springs. LT Tours operates out of Las Vegas and is a consulting company for other tour companies that are interested in expanding their tour operations. They are at Go West to get new ideas. They love GNP and their clients did too. They fly into Kalispell, Red Bus GNP, stay in East Glacier, utilize Glacier Raft Co. They are having difficulty finding lodging in July. I told them about the new Red Lion in Polson and they think that's a little too far from the park. I told them all about the other attractions. They took down info on WMR and the days worth of summer activities they have up there. They will call me if they need anything else. They based a lot of their itinerary on our suggestions from last year. They really wanta GWS to be in Montana soon.	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Good Times Travel	Address	17132 Magnolia Street
Contact	Dustin Teichman		
Title	Vice President & General Manager		Fountain Valley, CA 92708
Phone	(714) 848-1255 Ext.	Country	
Mobile Phone		E-mail	dteichman@goodtimestravel.com
Salutation	Dustin	Web Site	www.goodtimestravel.com

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:33 PM	Met with Dustin at Go West 2015 C. Springs. They continue to run this tour early - 6 day Glacier Country tour flying into Spokane, lunch stop in Wallace, WMR scenic chairlift ride w/naturalist presentation, dinner on-own in Whitefish, and overnight at Grouse Mtn Lodge. Two nights at Glacier Park Lodge, two Jammer tours (Sun Road & Waterton), Browning to tour Museum of the Plains Indian, Blackfeet Heritage Center and/or Lodgepole Gallery & Tipi Village. Overnight in Missoula, tour Smokejumper's Center, lunch in Coeur 'd Alene, then fly out of Spokane. They utilize Western Leisure coaches for this tour. They also have a Yellowstone/Glacier/Grand Tetons tour where they will spend 2 nights in St. Mary. They are set and happy and look forward to keeping this tour going for a long time. No additional follow up is needed at this time.	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Globus Family of Brands - Globus, Cosmos, Monograms,	Address	5301 South Federal Circle
Contact	Kim Vincent		
Title	Product Manager		Littleton, CO 80123-2390
Phone	(303) 703-7110	Ext.	
Mobile Phone		Country	
Salutation		E-mail	kvincent@globusfamily.com
		Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:28 PM	Met with Angie at Go West 2015 C. Springs. They specialize in escorted group tours. I had just met with Wendy at NTA. She told me that they had contacted Lonesome Dove and that they would be replacing Gaynors with them. I suggested the Walk in the Tree Tops as an alternative on one of their adventure days and she liked that idea. Everything else on the tour is working great and don't want to change a thing. No follow up is needed at this time.	Debbie Picard



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## Contact

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

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	3:46 PM	Met with Stella at Go West 2015 C. Springs. DA designs operates and delivers group motorcoach tours that showcase the best destinations in North, Central and South America. Glacier Country has been working with Morten for the last several years to dial in a series of 6 departure dates to GNP. Morten is no longer with DA and Stella has been with them since January. She is looking for lodging options. They currently have 5 departures to Montana in the summer and they are running smoothly. She is looking to expand their offerings. This is a great opportunity for all lodging properties especially in the Missoula area to contact Stella at stella.wang@dest-amer.com	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Tripwant	Address	Room 1106, 11/F
Contact	Hoi Kuen Wong		Wang Yip Building
Title			Kowloon, Hong Kong
Phone		Ext.	China
Mobile Phone		Country	China
Salutation	Hoi Kuen	E-mail	hk@tripwant.com
		Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	3:29 PM	Met with Hoi at Go West 2015 C. Springs. Tripwant works together with a substantial network of partners to design products in cultural tourism, ecotourism, adventure tours, educational tours, youth programs, and other niche markets from China. They mainly work with small FIT groups. Groups to our area would be photography groups, geological groups and adventures groups. They were at Go West to learn about the different destinations. No further follow up is needed at this time.	Debbie Picard



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## Contact

Company	Kintetsu International Express, Inc.	Address	Nisso-dai3 Bldg., 2F
Contact	Mr. Masatoshi Yamada		2-5-15 Kitasaiwai, Nishi-ku
Title	Deputy General Manager		Yokohama-shi, Kanagawa 220-0004,
Phone	(310) 525-1700 Ext.	Country	Japan
Mobile Phone		E-mail	miyako.Nakazawa@kintetsu.com
Salutation	Masatoshi	Web Site	

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:35 PM	Met with Miyako at Go West 2015 C. Springs. They are a Japanese tour operator located in Souther California. They provide inbound tour for the Japanese. They include tours to the entire US with particular focus on the US National Parks. They currently run a series to GNP the average age is 50+ those are the ones with time and \$\$, usually 20 + to the group. They have all items in place so do not need anything at this time.	Debbie Picard



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## Contact

Company	Travel Gallery Co., Ltd	Address	6-28-8 Shinjuku-Ku
Contact	Yasuhiro Yamamoto		
Title	Overseas Division Manager	Country	Tokyo, Japan
Phone	Ext.	E-mail	yamamoto@t-gallery.co.jp
Mobile Phone		Web Site	www.t-gallery.co.jp/company/english.html
Salutation	Yasuhiro		

## Notes

Date Range: After 3/17/2015

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2015	5:51 PM	Met with Yasuhiro at Go West 2015 Colorado Springs. Travel Gallery Co is a tour operator providing travel to the USA from Japan. Last year they opened an office in Las Vegas to help promote visitation to the US. She is looking for ideas for a Nature Tour or Hiking tours for seniors for about 8 days on a motorcoach tour as well as Japanese restaurants. They like the idea of a YNP/GNP/Grand Tetons itinerary. No specific information from GC partners is needed at this time.	Debbie Picard