



# Contact Report

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

## Contact

Company	Intrepid Group Pty Ltd		Address	4/380 Lonsdale Street
Contact	Claire Baxter			
Title				Melbourne, Australia
Phone	(610) 394-732684	Ext.	Country	
Mobile Phone			E-mail	claire.baxter@intrepidtravel.com
Salutation	Claire		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	11:41 AM	Met with Claire at GWS16 Anchorage. The Intrepid Group is the world's largest provider of adventure travel experiences, carrying over 250,000 passengers a year. Their small group sizes means travelers stay under the radar, travel the local way, eat the local way and sleep the local way. They try to use local suppliers and leaders, and focus on sustainable travel. Their clients mostly come from Australia, New Zealand, UK, Germany and North America. They run two different styles of tours - one camping, and one staying in budget to mid-range hotels. They see GNP as a real gem to their clients. They are running a new PR campaign with new trips. They called to work with Glacier Adventure Guides but never received a call back. I will check with Greg. Glacier Country adventure partners are welcome to email Claire at <a href="mailto:claire.baxter@intrepidtravel.com">claire.baxter@intrepidtravel.com</a>	Debbie Picard



# Contact Report

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Missoula, MT 59802

## Contact

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

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	11:50 AM	Met with James at GWS16 Anchorage. Audley is a dynamic, award-winning company, specializing in travel to all four corners of the world. They launched a USA program in 2012 and it is now their most popular overseas destination. With over 35,000 passengers a year and 80% of clients are repeat or recommended. They pride themselves on superb destination knowledge and the finest client service. Audley is principally a direct sell FIT tour operator selling bespoke holidays to a discerning, educated, adventurous, and well-traveled clientele. Offices in Oxfordshire and London, and an office in Boston (Massachusetts) selling overseas trips to the US market. James believes they have the right client base for GNP. They work with RHMTours as the receptive in our area but have identified a couple of businesses that they would like to work with. Boutique property in Missoula, Belton Chalet and Glacier Guides in WG. They would also like information on Glacier Under Canvas and I will send him contact information. THIS is a highly qualified and GREAT company. All GC partners are welcome to contact James at james.butler@audleytravel.com	Debbie Picard



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140 North Higgins, Suite 204  
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	Ext.	
Mobile Phone		Country	
Salutation	Nimfa	E-mail	nimfa_calalang@americantours.com
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	1:59 PM	Met with Nimfa GWS16 Anchorage. 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 to hear about any new hotels (Red Lion Polson, Firebrand, SpringHill Suites, Hampton Inn, Cedar Creek Lodge) ATI now has an office in Beijing, which is slowly growing bus tours to the USA., but currently they just offer fly drive in Montana with product in Kalispell and Missoula. They have a new tour North by Northwest: staying in Kalispell for 2 nights (Red Lion) and Whitefish 2 nights. They have 5 departure dates start in San Francisco end in Calgary (19 days) They need more hotels in Missoula. Also looking for restaurants and attractions info in the area, including ziplines. All GC partners can follow up with Nimfa at nimfa_calalang@ameriantours.com	Debbie Picard



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## Contact

Company	Viajes Espana	Address	Calles 53, Urb,
Contact	Mike Capriles		Panama 7
Title	Marketing Director		Marbella,
Phone	5072239044	Ext.	Panama
Mobile Phone		Country	
Salutation	Mike	E-mail	mcapriles@viajes-espana.net
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	3:13 PM	Met with Mike at GWS16 Anchorage. Viajes Espana was founded over 40 years ago in Panama City, Central America specializing in FIT, groups, and corporate travels that range from economy up to luxury, all over the world. They assist clientele with travel all over the world, with air, hotel and ground transportation. Popular destinations feature one of a kind nature and close proximity to shopping. Guests stay an average of 6-10 nights. He has never been to Montana but know and sees a great deal about it and how wonderful it is. He has assisted clients with getting here. He suggested we host the next GWS so that people could experience it. We are looking into it. GC parnters can follow up with Mike with their specific tourims product at mcapriles@viajes-espana.net	Debbie Picard



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## Contact

Company	BJC Travel	Address	8106 Reese Rd
Contact	Beverly Carlson		
Title			Harvard, IL 60033
Phone	(815) 943-5643	Ext.	
Mobile Phone		Country	
Salutation	Beverly	E-mail	bjctravl@gocsg.net
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:30 PM	Met with Beverly at GWS16 Anchorage. She established a home-based retail travel agency in 1996. In 2002 she started to specialize in corporate meetings and family incentive programs. In addition, planning family reunions, FIT's, and small groups both in and out bound. Both incentives and meetings consist of about 20 people. Meetings are international and incentives are on the North American continent. She represent a company in Barcelona Spain, Sol d'or Travel Agency, and is instrumental in bringing their tour groups to the USA. Any GC partner property that is looking for small group business can contact Beverly at bjctravl@gocsg.net	Debbie Picard



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## Contact

Company	US Commercial Services - Singapore	Address	27 Napier Road
Contact	Y K Chan		
Title			Singapore,
Phone		Country	China
Mobile Phone		E-mail	yiukei.chan@trade.gov
Salutation	Y	Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	3:04 PM	Met with Y at GWS16 Anchorage. The US Commercial Service (CS) is the largest US government agency entirely devoted to promoting American commercial interests abroad. It is the primary contact for US exporters. CS Singapore offers a wide variety of programs and activities to help American companies in the ASEAN economies. For Travel & Tourism, their role is to help promote U.S. attractions, destinations and related organizations to ASEAN consumers. He recommended that we attend ITB to help promote Western Montana in Singapore. He had been to Bozeman before, but not west of there. He would like 200 of our profile sheets? They also do a business to consumer show in mid-March. I will check with Racene to see if this is what we want to do. There are 630 million in Singapore. No specific follow up is necessary at this time for GC partners.	Debbie Picard



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## Contact

Company	Ornella Travel	Address	39 Place Xavier Neujean
Contact	Jean Christophe		
Title	Assistant Manager		Liege, 4000
Phone		Ext.	Belgium
Mobile Phone		Country	
Salutation	Jean	E-mail	jcmichel@ornella.be
		Web Site	www.ornella.be

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	4:14 PM	Met with Jean-Christophe at GWS16 Anchorage. Ornella Travel is a travel agency as well as tour operator specializing in cultural tours throughout the world for small French speaking groups. They specialize mainly in FITs to the US and are a member of Visit USA Belgium. He was at Roundup in Missoula so loves Montana. We are also FB friends so we talked a lot about what he has been doing. They know MT well and have several itineraries to offer clients. He wants to connect with unique properties; non-branded hotels, B&Bs, ranches for 3-4 days stays. He's also looking for activities suitable for FITs or small groups. He works with Rocky Mtn Holiday Tours for some elements of his itineraries. Please feel free to follow up with Jean-Christophe if you have what he is looking for.	Debbie Picard



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## Contact

Company	Allegiant Travel Company	Address	1201 N. Town Center Drive
Contact	Michelle Cohen		
Title	Ancillary Product		Las Vegas, NV 89144
Phone	(702) 719-8179	Ext.	
Mobile Phone		Country	
Salutation	Michelle	E-mail	michelle.cohen@allegiantair.com
		Web Site	www.allegiant.com

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	11:36 AM	Met with Michelle at GWS16 Anchorage. Las Vegas-based Allegiant Travel Company is focused on linking travelers in small cities to world-class leisure destinations. Through its subsidiary, Allegiant Air, the company operates a low-cost, high-efficiency, all-jet passenger airline, and offers other travel-related products such as hotel rooms, rental cars, and attraction tickets through its website, <a href="http://allegiant.com">allegiant.com</a> . They are looking to connect and package with 3 star hotels in the markets that they fly into and offer several options. Their Missoula numbers are up 3% and so are Kalispell numbers. Any GC partners in Missoula and Kalispell wishing to partner with Allegiant can contact Michelle at <a href="mailto:michelle.cohen@allegiantair.com">michelle.cohen@allegiantair.com</a>	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: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	11:46 AM	Met with Luisa at GWS16 Anchorage. 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 also at Go West in Colorado and Roundup in Sioux Falls and we talked 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 has never been to Montana. Was planning to come after Roundup in Cody on our FAM, but has to get back for family reasons. She says there is a big push for lodging for the solar eclipse that is going to take place August 20 and 21, 2017. Hotels are already sold out in Wyoming and she thinks they will start looking in the Glacier Park area. She thinks 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



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## Contact

Company	Corporate Information Travel	Address	
Contact	Sze Zhaun Foo		
Title			Kuala Lumpur,
Phone		Country	Malaysia
Mobile Phone	Ext.	E-mail	szezhaun.foo@cit.travel
Salutation	Sze	Web Site	www.cit.travel

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	2:17 PM	Met with Mr. Sze at GWS16 Anchorage. Corporate Information Travel has been offering travel for 28 years. Their key servicing departments include; corporate travel department, corporate travel services, after office hours servicing, emergency travel arrangements and complicated itineraries. The travel center specializes in travel concierge services, GSA products and wholesale services. 60% of their business is bussiness travelers (mainly banks) the other is FIT. He suggested that we come up with specific itineraries for the Asian and Muslim travelers. He would also like a PP presentation with notes attached so he could train his other agents about Western Montana. Interesting concept. No specific follow up is needed at this time.	Debbie Picard



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## Contact

Company	Tourico Holidays	Address	220 E. Central Parkway
Contact	James Franklin		Suite 4000
Title	Product Manager - National Parks		Altamonte Springs, FL 32701
Phone	(407) 667-8700 Ext.	Country	
Mobile Phone		E-mail	james.franklin@touricoholidays.com
Salutation	James	Web Site	www.touricoholidays.com

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:06 PM	Met with James at GWS16 Anchorage. Tourico Holidays is a worldwide travel distribution company, with operations in 29 global offices and headquarters in Florida, USA. Tourico Holidays partners with over 4,500 clients worldwide, supplying wholesale inventory of hotel accommodations, cruises, flights, vacation packages, car rentals, attractions, and transfers for fully inclusive travel (FIT) and groups. James wants lodging properties in all entrances to GNP. He knows he can sell them. He did meet with Julie for GPI. I will send him cities and he will pull who they are working with now. All GC partners in the Flathead that want to work with a large receptive operator and email James at james.franklin@touricoholidays.com	Debbie Picard



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## Contact

Company	Holiday Tours & Travel	Address	30-A, Lorong abu Siti
Contact	Hooi Leng Gan		
Title			Penang,
Phone		Ext.	Malaysia
Mobile Phone		Country	
Salutation	Hooi	E-mail	hooileng.gan_pen@holidaytours.com.my
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	12:21 PM	Met with Gan at GWS16 Anchorage. Founded in 1975, Holiday Tours is recognized as major corporate travel services provider and leading player in the Free and Easy leisure market in Malaysia. Holiday Tours & Travel has years of experience in organizing worldwide holidays and has a total of seven offices in Malaysia. They offer a wide variety of holidays packages and have separate divisions for corporate travel, tailor-made holidays, escorted tours as well as MICE. As Malaysia's only associate partner of the world leader in business travel management, Carlson Wagonlit Travel, they have handled travel needs of both local and global multinational companies. Today, they stand as one of the largest travel management companies in Malaysia. He was not familiar with Montana, most of their dealing have been with major cities in the US. They are getting more requests for National Parks and wanted to know what we had. Spoke about GNP and the surrounding area. No specific follow up is needed at this time.	Debbie Picard



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## Contact

Company	Destinos TV.com	Address	3530 SW 22nd St Ste 508
Contact	Dinga Haines		
Title	Product Manager	Country	Miami, FL 33145
Phone	(305) 461-0166	Ext.	
Mobile Phone		E-mail	dhaines@canaldestinostv.com
Salutation	Dinga	Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:12 PM	Met with Dinga at GWS16 Anchorage. Destinostv is a wholesale Travel Agency based in Costa Rica and El Salvador, that promotes leisure travel packages through a weekly TV Program in Costa Rica and a Travel Channel that reaches all of Latin America. Here is a link to a demo of the channel. <a href="https://youtu.be/E5nn87Zgyxs">https://youtu.be/E5nn87Zgyxs</a> As an agency they are very proactive developing products such as seasonal charter operation to Cancún, and to Orlando (Groups 150+ pax) and FIT. They are looking to develop product in the West (7-14 nights) to promote and sell through venues. I think this is a good lead for RMHTours. She thinks we should focus on the Montana Ag Industry. I thinks this is more of a media contact for the MTOT film office.	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Evergreen Escapes	Address	2960 4th Ave S., Suite 115
Contact	Jake Hauptert		
Title			Seattle, WA 98134
Phone	(206) 650-5795	Ext.	
Mobile Phone		Country	
Salutation	Jake	E-mail	jake@evergreenescapes.com
		Web Site	www.evergreenescapes.com

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	1:47 PM	Met with Kelsey at GWS16 Anchorage. This is a company that should have a Glacier Country product. I've know Jake (owner) for years. They are a higher end/luxury adventure tour operator, boutique receptive. They strive to blend the best of the Cascadian region includes San Francisco up to Vancouver BC. Because of the adventure and nature aspect they think that a Glacier National Park is as far east as they would go. They design escorted and fly/drive and incorporate the culinary end of travel as well. They are interested in the high end properties/unique and boutique and the culinary end of our region. GC partner members wanting to share their product with Evergreen Escapes can contact Kelsey or Jake at privatetravel@evergreenescapes.com	Debbie Picard



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Missoula, MT 59802

## Contact

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

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	12:40 PM	Met with Henry at GWS16 Anchorage. Travel USA offers wholesale package tours (USA) to Korean tour companies. They still currently only have tours going 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 like Las Vegas, San Francisco but would keep us in mind for National Parks and when they start to get requests for them more. No follow up needed at this time.	Debbie Picard



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## Contact

Company	Great Training & Tours	Address	
Contact	Xiaoqin Li		
Title			Beijing,
Phone		Ext.	China
Mobile Phone		Country	gtchina@163.com
Salutation	Xiaoqin	E-mail	
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:25 PM	Met with Vivian at GWS16 Anchorage. Based in Beijing, China, they specialize in business meetings and incentive travel for groups numbering from 6-300. Groups from the official governments, industry associations, teachers from university and colleges, and corporations in China to worldwide destinations, especially North American and West Europe. Looking to expand business in Alaska and Rocky Mountain region. Clients tastes range from 3 to 5 star accommodations. Popular destinations feature one of a kind nature and close proximity to shopping. Leisure tour guests stay an average of 8-15 nights and guests training in USA usually stay more than 15 nights. I recommended that they work with RMHTours as the receptive that knows our area well. We talked about GNP and the nature that is in Montana. No immediate follow up is needed at this time.	Debbie Picard





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## Contact

Company	US Commercial Service - Costa Rica	Address	PO Box 920-1200 Pavas
Contact	Gabriela Lucke		
Title	Industry Trade Specialist	Country	San Jose, Costa Rica
Phone	(506) 251-92271 Ext.	E-mail	gabriela.lucke@trade.gov
Mobile Phone		Web Site	
Salutation	Gabriela		

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	11:34 AM	Met with Gabriela at GWS16 Anchorage. The U.S. Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration. U.S. Commercial Service trade professionals in over 100 U.S. cities and in more than 75 countries help U.S. companies get started in exporting or increase sales to new global markets. They counsel destinations, travel organizations and tour operators on how to go international and how to attract international visitors, increase service to emerging markets around the World. Also they help U.S. companies to verify international companies and journalist's credentials. I asked about digital influencers in Costa Rica and she said soccer is super popular as well as a show called Half a Dozen. She could spend more time once back in the office on this. No follow up is needed at this time.	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@nanhutraelus.com
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	4:04 PM	Met with Tracy at GWS16 Anchorage. With 10 years ongoing development and over 1,500 employees and professionals, Nanhu International Travel Service Co., Ltd has become one of the top travel agents in China. With over 80 branches in Beijing, Shanghai, and the Guangdong area (as well as 67 branches in Guangzhou city alone!) Outbound and domestic tours are the major business of NANHU. They also offer air-ticket booking, business travel, hotel, conference & incentive. 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 are looking for 4 star properties and above. All 4 star partners can contact Tracy at wendyluo@nanhutraelus.com.	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: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	1:41 PM	Met with Sharon at GWS16 Anchorage. 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 has never been to Montana herself and wants to visit. Hopes it will be soon. 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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## Contact

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

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:58 PM	Met with Riccardo at GWS16 Anchorage. He also had lunch at our Montana table with Luiza from Team America. They are a wholesale tour operator offering long haul destinations since 1974 and specialize in tailor-made proposals for FIT and group travel. The American West is a growing focus, and last year we arranged travel to California, Wyoming, Arizona, Nevada, Utah, Colorado, Wyoming, Montana, Alaska, North & South Dakota. Looking to expand in the Rocky Mountain region and learn about other destinations. Client's tastes range from 3 to 5 star accommodations. Popular destinations feature one of a kind nature and close proximity to shopping. Guests stay an average of 6-10 nights. They are wanting more information on ranch stays and fly-drive itineraries. They work with Eagle Riders for any motorcycle groups. He is seeing more interest in RV itineraries (joked that Italians will just stop in the middle of the road for whatever reason, because they can). 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 follow up with him at r.minozzi@viaggidellelefante.it	Debbie Picard



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## Contact

Company	Creative Tours	Address	2446 Berkshire Court
Contact	Michael Mishko		
Title	CEO/President		Kissimmee, FL 34746
Phone	407-396-9759	Ext.	
Mobile Phone		Country	
Salutation		E-mail	creativetoursflorida@yahoo.com
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:44 PM	Met with Michael at GWS16 Anchorage. They specialize in UK groups traveling to the western US, as well as student/senior groups from Florida. They offer ski tours in winter. They jsut had a group at Whitefish Mountain Resort this winter 2016 and had a great time. He did utilize the dogsledding in Whitefish and loved it. He wanted other ideas and we talked about Yurtski and great snomobiling opportunities for his winter group. He just got a call from a UK student group that will be 35 ppl fly into Kalispell and out of Bozeman last week of September 2017. Very cool. GC partner members that would like to follow up with Micheal can email him at creativetoursflorida@yahoo.com .	Debbie Picard



# Contact Report

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

## Contact

Company	HOG	Address	1771 E Flamingo Rd. #107B
Contact	Ike Ogura		
Title	Director		Las Vegas, NV 89119
Phone	(702) 733-9219	Ext.	
Mobile Phone		Country	
Salutation	Ike	E-mail	ike@hog-usa.com
		Web Site	www.traveldonkey.jp

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	2:06 PM	Met with Ike at GWS16 Anchorage. HOG LLC is a tour operator of Japanese tourists based in Las Vegas, NV. They specialize in group tours of leisure and corporate incentive tours. They would like to expand into destinations in the American West including Alaska, Wyoming, Colorado, Tennessee, Louisiana area. Clients are mostly seniors who are interested in visiting national parks, and natural experiences for light hiking and leisure. He had just recently met with Marlee at the Receptive Operators conference in Marina Del Ray and wanted more information on Missoula. We talked in length about the area. GC partners in Missoula and Flathead can contact Ike at ike@hog-usa.com	Debbie Picard



# Contact Report

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

## Contact

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

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	11:54 AM	Met with Derek at GWS16 Anchorage. LT Tours is a hotel, transportation, and activity management company that provides logistical support and consultation for tour companies who are interested in expanding their tour operations. They are really focused on the Japanese market at this time. I told them about the new lodging in the Flathead this year because they had difficulty finding lodging in July last year. Flathead area attractions and lodging are invited to contact Derek at international.lttours@gmail.com	Debbie Picard



# Contact Report

Debbie Picard, Glacier Country Regional Tourism  
140 North Higgins, Suite 204  
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: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	4:18 PM	Met with Mariette at GWS16 Anchorage. 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 Mariette at Mo@travalco.com	Debbie Picard





# Contact Report

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

## Contact

Company	Avitours L'aliaXa Travel Network	Address	
Contact	Carlos Ortiz		
Title			
Phone		Ext.	Country
Mobile Phone			El Salvador
Salutation	Carlos		E-mail
			carlos.ortiz@grupoamate.com.sv
			Web Site

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	4:11 PM	Met with Carlos at GWS16 Anchorage. Avitours L'aliata wholesaler and tour operator is part of Amate Group and specializes in the integration in services tourism corporate and leisure in El Salvador in Central America. He is interested in summer camps for kids at international schools. I didn't think we had the product for him so we talked about Yellowstone to Glacier National Park. I'm not sure this was a good appointment. No further follow up is needed.	Debbie Picard



# Contact Report

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

## Contact

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

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:34 PM	Met with Chris at GWS16 Anchorage. Rocky Mountain Holiday Tours is a service-oriented receptive tour operator based in Colorado. They specialize in the Western United States, especially the national parks, offering a number of services in that region. While FIT lodging is our biggest focus, we also work with ranches, activities of all types, winter resorts, as well as groups. Just had Gary Schluter speak at our B2B Workshops in Missoula and Whitefish. They are the preferred U.S. Receptive operator for all of you wanting to partner and delve into the international markets contact Chris@RMHTours.com	Debbie Picard



# Contact Report

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

## 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: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	3:17 PM	Met with Malcolm at GWS16 Anchorage. 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, however they specialize in Germany. They are getting a new computer system and it will make it easier for international tour operators to pull from their tariff. He was looking for introductions to Glacier Adventure Guides, Glacier Guides and Swan Mountain Outfitters. Member partners that are looking to contract with a receptive tour operator to reach the European International market can contact Malcolm at malcolm@america4you.net or Lena at lena@america4you.net	Debbie Picard



# Contact Report

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

## Contact

Company	North American Highways	Address	Poolhouse Offices
Contact	John Surtees		Little Kinvaston, Watling Street
Title	Managing Director		Staffordshire, ST19 5PR
Phone	4401902798008	Ext.	United Kingdom
Mobile Phone		Country	john.surtees@NAHighways.co.uk
Salutation	John	E-mail	www.NAHighways.co.uk
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	12:27 PM	Met with John at GWS16 Anchorage. John was also my seat mate on the train one evening. North American Highways is a long-established UK based company providing holidays to the USA and Canada. The company offers a diverse and exciting collection of holiday ideas including self-drive, escorted and independent touring, city breaks, railway journeys, wildlife viewing and small ship cruises. He felt he could incorporate our region into a nice Canadian holiday. Not many of his clients are intersted in ranch stays, mainly 3 star lodging and attractions. GC partners that would like to follow up with John can email him at john.surtees@NAHighways.co.uk	Debbie Picard



# Contact Report

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

## Contact

Company	Brand USA	Address	1725 Eye Street NW
Contact	Dianne Turner		
Title			Washington DC, 20006
Phone	(404) 272-4124	Ext.	USA
Mobile Phone		E-mail	Dturner@TheBrandUSA.com
Salutation	Dianne	Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:50 PM	Met with Diane, Andrew and John DeLeva with Miles Media. Brand USA, the destination marketing organization for the United States, was established by the Travel Promotion Act to spearhead the nation's first global marketing effort to promote the United States as a premier travel destination and to communicate U.S. entry/exit policies and procedures to worldwide travelers. With a mission of increasing incremental visitation, spend and market share of international travelers to the United States, Brand USA works in close partnership with more than 500 partners to maximize the economic and social benefits of travel. These benefits include fueling the nation's economy and fostering understanding between people and cultures. We walked through how we have partnered on a couple of items with MOTBD and Brand USA. They wanted to know if they could explain any further partnerships. I told them we would be checking with MOTBD and see what is best for Glacier Country. No follow up is needed from GC partners unless you have a huge budget and would like to partner with MOTBD and Brand USA yourselves.	Debbie Picard



# Contact Report

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

## Contact

Company	GoAmerika.nl	Address	Singel 302
Contact	Bart Verhoeff		
Title			1016 AD Amsterdam, Netherlands
Phone	31205612000	Ext.	
Mobile Phone		Country	Netherlands
Salutation	Bart	E-mail	bart@aireka.nl
		Web Site	www.aireka.nl

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	12:14 PM	Met with Myriam at GWS16 Anchorage. Go Amerika is part of Aireka Reisorganisatie, based in Amsterdam, the Netherlands. The company offers trips to all parts of the USA for the individual traveler. Besides existing self-drives they offer customized self-drives, city-trips, fly & drives, fly & camper, excursions and tickets for parks, games and anything the client asks for. They work mainly through receptives offering our products through the internet on our website <a href="http://www.goamerika.nl">www.goamerika.nl</a> . They are always on the lookout for new products and improvements to existing products. They work with RMHT for our area and now it well. Bart has been on several FAM's in the area and attends Roundup as well. We discussed new lodging in the region and she said she would let Bart know. The best way to work with them is to have a relationship with RMHTours. No follow up needed.	Debbie Picard



# Contact Report

Debbie Picard, Glacier Country Regional Tourism  
140 North Higgins, Suite 204  
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: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	2:04 PM	Met with Angie at GWS16 Anchorage. They specialize in escorted group tours. I had just met with Megan at NTA in Atlanta. Met with Megan at NTA 2016 Atlanta. This is such a big company with so many different levels of service and different company programs. Angie says that the 8 departures before clients go on an Alaskan cruise are selling VERY well and no need to change it. This is a great company to get to know for all GC partners if you want to expose your business to the group tour market. Follow up with Angie at achamberlin@globusfamily.com or Megan at mmiller@globusfamily.com	Debbie Picard



# Contact Report

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

## Contact

Company	Viator	Address	657 Mission Street, #500
Contact	Carly Webb		
Title	Account Manager		San Francisco, CA 94105
Phone	(628) 333-5730	Ext.	Country USA
Mobile Phone			E-mail cwebb@viator.com
Salutation	Carly		Web Site www.viator.com

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	12:59 PM	Met with Carly at GWS16 Anchorage. Viator, a Trip Advisor company, is the leading global online seller of travel experiences, providing access to thousands of tours, attractions and activities in 1,500+ destinations worldwide. Viator offers travelers a one-stop shop to plan, research and book trip activities online, aggregating a massive and fragmented travel category, and supplementing the tour information with over 500,000 reviews and photos from purchasing customers. Their main competition in Expedia. They act as the tour/attraction side of TripAdvisor with over 3000 partnerships. They are commission based and can take any attraction, outfitter that is fee based. For any GC partners that are interested there are no up front fees and you can sign up on viator.com/marketplace Questions can be sent to Carly at cwebb@viator.com	Debbie Picard





# Contact Report

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

## Contact

Company	New Oriental Global Study Tour	Address	9th floor, Metropolis Tower #2
Contact	An Xuemin		
Title	Operations Manager	Country	Beijing, China
Phone	00861060908653      Ext.	E-mail	anxuemin@xdf.cn
Mobile Phone		Web Site	
Salutation	An		

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	11:25 AM	Met with An at GWS16 Anchorage. As a pioneer of the study tour industry in China, the abundant resources of New Oriental Global Study Tour covers 22 counties/areas in North America, Europe, Australia, Asia, etc. Over 100 itineraries are specially designed for the Chinese students aged from 8 to 26. Since summer 2005, over 100,000 students have travel and study in various countries, experiencing the cultural diversity, gaining happiness and self-development. The educational products include summer camps, winter camps & autumn camps, which are divided into 7 categories: ESL & Culture Immersion, Local School Experience, University Visiting, Family Plan, Leadership Development, Career Planning and Theme Camps. He is looking for host families for student groups touring colleges in the summer for 2-3 days. Not sure this is the right market for us at this time. No follow up is needed at this time.	Debbie Picard



# Contact Report

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

## Contact

Company	Sichuan China Youth Travel Service	Address	Room 608, 6F, Yinian Building
Contact	Feng Yang		
Title			Sichuan,
Phone	(862) 866-006006	Ext.	China
Mobile Phone		Country	
Salutation	Feng	E-mail	89097374@163.com
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	12:06 PM	Met with Feng at GWS16 Anchorage. SCYTS is one of the most famous and oldest tour operators in China. SCYTS is the largest travel agent in Chengdu, Sichuan. They arrange FIT, MICE and group tours, customer meetings, exhibitions, training, and business meetings in the United States. He did not know much about Montana so we spent the meeting discussing where and what we have to offer. No specific follow up is needed at this time.	Debbie Picard



# Contact Report

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

## Contact

Company	Air Link Travel	Address	No 35, Jalan Puteri 2/1
Contact	Vickie Yong		Bandar Puteri, 47100 Puchong
Title	Director		Selangor Darul Ehsan,
Phone	(012) 783-2213	Country	Malaysia
Mobile Phone		E-mail	vickie@airlink-travel.com
Salutation	Vickie	Web Site	www.airlinktravel.my

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	11:40 AM	Met with Vickie at GWS16 Anchorage. Air Link Travel is dedicated to create and facilitate travel experiences that expand awareness and give each person a true sense of the country and culture they are visiting. They specialize in outbound tours to worldwide destinations. They strive to succeed at giving each client the most complete travel experience at the best price and have sent clients worldwide. They offer uncommon tours to the most exciting travel destinations in USA and have been organizing incentive travel to American West for many years including the Pacific states. They are looking to expand business to mountain states (especially Colorado). Guests typically stay 9 - 12 nights. It has taken them 10 years to make getting a VISA easy and it costs \$200 that is why it's been slow out of Malaysia to US. Here to get information on what we have to offer. Discussed GNP. No specific follow up is needed at this time.	Debbie Picard



# Contact Report

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

## Contact

Company	Crowne Holidays	Address	5635 Cambie Street
Contact	Alec Young		
Title	President		Vancouver, V5Z 3A3
Phone	(604) 821-0077	Ext.	Canada
Mobile Phone		Country	
Salutation	Alec	E-mail	Hunriver@gmail.com
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:39 PM	Met with Alec at GWS16 Anchorage. Crowne Holidays is a licensed inbound tour operator based in Vancouver, Canada. They specialize in Chinese inbound to Canada. Canadian tours from private tours for 2 people to group tours of 30 or more, they can cater for any size party to go on tour in selected areas of expertise. Their tour specialists and tour guides are multilingual and most of them have years of experience in the hospitality industry. Alec wanted more information about GNP and expanding his tours to include GNP especially the east entrance and staying at Glacier Park Lodge. I will have Julie get in touch with him. Other GC partners especially east side of GNP can contact Alec at hunriver@gmail.com	Debbie Picard



# Contact Report

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

## Contact

Company	Shanghai Ctrip International Travel Services	Address	200335 Building 8, Sky SOHO, 968
Contact	David Yu		Jinzhong Road
Title			Shanghai,
Phone		Ext.	China
Mobile Phone		Country	China
Salutation	David	E-mail	yuwj@ctrip.com
		Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/16/2016	1:57 PM	Met with David at GWS16 Anchorage. Ctrip is the largest outbound travel one-stop services and the Top 1 OTA in China, has 54.3% in OTA market share. Ctrip app already has about 1 billion total downloads and is the top 1 travel app in China. Ctrip is also the world's top 3 OTA after Priceline and Expedia. Just fact finding about Western Montana. No need for follow up at this time.	Debbie Picard



# Contact Report

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

## Contact

Company	Shenyang Overseas International Travel Services	Address	3F Jiahuan Building NO 39
Contact	Ze Zhang		
Title			Liaoning,
Phone	(862) 423-223518	Ext.	China
Mobile Phone		E-mail	892256521@qq.com
Salutation	Ze	Web Site	

## Notes

Date Range: 3/1/2016 - 3/31/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/18/2016	12:10 PM	Met with Ms. Ze at GWS16 Anchorage. Shenyang Overseas International Travel Service Co., Ltd. is an international travel service which National Travel Agency. In 2002, they established "Golden Luck Tour" service brand to market to customers in Liaoning and Shenyang. The company has nearly 1000 staff distributed in outlet shops in districts in Shenyang. They are rated as one of China's "Top 100 International Travel Agency" continuously. Again, they were unfamiliar with Montana and Glacier National Park. I spent time educating them on the region and how they could tie several destinations together in a tour. No specific follow up is needed at this time from GC partners.	Debbie Picard