



Contact Report

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

Contact

Company	Kelly Tours	Address	2788 Highway 80 West
Contact	Don Adams		
Title	President		Garden City, GA 31408
Phone	(912) 964-2010	Ext.	
Mobile Phone		Country	
Salutation	Don	E-mail	don@kellytours.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	8:03 AM	Met with Bob at NTA 2016 Atlanta. Kelly transportation provided the busses for NTA in Atlanta. They currently do local east coast transportation but occasionally do tours. He is not familiar with Montana so is just on an informational gathering session with me. We talked all about the region and he took our usb drive to refer to and will call me if he gets requests for our area. No need for follow up at this time.	Debbie Picard



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140 North Higgins, Suite 204
Missoula, MT 59802

Contact

Company	Sunnyland Tours, Inc.	Address	1452 E Sunshine Street
Contact	Stephen Brock		
Title			Springfield, MO 65804
Phone	(417) 864-4444	Ext.	
Mobile Phone		Country	
Salutation	Stephen	E-mail	stephen@gosunnyland.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	3:38 PM	Met with Stephen at NTA Atlanta. He is new to NTA or at least to our database. They have a tour planned to GNP in 2017. They will be coaching out from Springfield, MO. He has lodging secured but wanted information on the park itself and if there were other attractions or outfitter things he was missing. I told him that he could find an outfitter that could customize many things for his group. I told him I would send more information about the Walk in the Treetops at WMR. GC partner attractions in the Flathead should follow up with Stephen at stephen@gosunnyland.com	Debbie Picard



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Contact

Company	Paramount Travel Inc.	Address	#107-5450 152nd Street
Contact	Yvonna Camire		
Title			Surrey, BC V35 5J9
Phone	(604) 575-6200	Ext.	Country Canada
Mobile Phone			E-mail yvonnac@wegothere.ca
Salutation	Yvonna		Web Site

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/4/2016	9:17 AM	Met with Yvonna at NTA 2016 Atlanta. She hasn't had a tour into our area since 2014 and that was a GNP and YNP itinerary with overnights in Helena. She says business to the US is down for her due to the exchange rate. We chatted about some of our new lodging and the Z5 Ranch. She wants more information on scenic floats, wildhorse island and other fun soft adventure things for seniors. GC partners can follow up with Yvonna at yvonnac@shaw.ca	Debbie Picard



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Contact

Company	Lassen Tours	Address	19700 Mariner Ave
Contact	Samantha Crowther		
Title	Product Planning		Torrance, CA 90503
Phone	(310) 697-0344	Ext.	
Country			
Mobile Phone		E-mail	scrowther@lassentours.com
Salutation	Samantha	Web Site	www.lassentours.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:53 AM	Met with Howard at NTA 2016 Atlanta. He is operations manager for Lassen Tours a west coast receptive tour operator headquartered in San Francisco and a branch office in Torrance, CA. Lassen designs and operates the US domestic itineraries with its own fleet of full size motor coaches. Their main focus is on inbound non-Chinese or Japan. They would like to develop an itinerary to GNP. They will only stay at 3 star hotels or better. He is interested in a 2 day intinerary in Glacier Country that includes the Park and other activities. He asked that I include restaurant suggestions as well. I handed him our usb drive that had all of the things he asked for. Feel free to follow up with your attraction, activity or restaurant in the greater GNP area to Howard at hkao@lassentours.com	Debbie Picard



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Contact

Company	Country Travel Discoveries LLC	Address	13500 Watertown Plank Rd, Suite 107
Contact	Nan Delwiche		
Title			Elm Grove, WI 53122
Phone	(262) 923-8123	Ext.	
Mobile Phone		Country	
Salutation	Nan	E-mail	nan.delwiche@countrytraveldiscoveries.com
		Web Site	www.countrytraveldiscoveries.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	2:56 PM	Met with Nan at NTA 2016 Atlanta. They have one tour that comes through Montana. They have stayed in the past at Lake McDonald Lodge, but she can't get in there anymore. I talked about other lodging options for you in Whitefish/Kalispell and St. Mary's. She asked that I send her more information via email on our lodging options. She doesn't have a tour planned in the near future so she doesn't need it immediately. No additional follow up is needed at this time.	Debbie Picard



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Contact

Company	Double Happiness Travel	Address	201 New Stine Rd. Suite 300
Contact	Sandra Duke		
Title			Bakersfield, CA 93309
Phone	(661) 972-9382	Ext.	
Mobile Phone		Country	
Salutation	Sandra	E-mail	sandra@doublehappinesstravel.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:28 AM	Met with Sandra at NTA 2016 Atlanta. She was a bit dissheveled. She had taken a cab to the conference and had left her briefcase in the back of the cab with all of her business cards and belongings inside. They are located in central California and own their own motorcoaches and want to expand outside of CA. Their focus is on their rather wealthy senior clients in CA and college student travel. She is really looking for Voluntourism opportunities. I told her I would contact a couple of the non-profit agencies in our region and see if we could incorporate trail clean up or other activities that would be desirable. GC partners can contact Sandra at sandra@doublehappinesstravel.com	Debbie Picard



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Contact

Company	America International Travel Services	Address	1273 Rosita Road
Contact	Yama Gao		
Title			Pacifica, CA 94044
Phone	(650) 353-3400	Ext.	
Mobile Phone		Country	
Salutation	Yama	E-mail	yamagao@aits-usa.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	11:12 AM	Met with Xiaoyun at NTA 2016 Atlanta. This was a difficult appointment since she didn't speak English very well. They are an outbound agency specializing in Chinese travellers to the US. 80% of their business is FIT. I did go through pictures on my ipad with them so that they could see what we have to offer. I shared information and gave a thumb drive for future needs. No specific follow up is needed at this time.	Debbie Picard



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Contact

Company	Sports Leisure Vacations	Address	9812 Old Winery Place, Suite 1
Contact	Mark Hoffman		
Title	Owner		Sacramento, CA 95827
Phone	(916) 361-2051	Ext.	
Mobile Phone		Country	
Salutation	Mark	E-mail	marcslt@aol.com
		Web Site	www.sportsleisure.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	3:50 PM	Met with Mark at NTA 2016 Atlanta. He has shelved his GNP tour and will see if taking out of the catalog brings renewed interest when he brings it back out. He says that he will sell into his TAP partners tours to GNP. He said that TAP is working well for him, but feels bad when clients to on their guaranteed departures, they want to be his customers because they do such a great job. He feel like is TAP partners couldn't give as good of a tour to GNP as he can. He challenged me to help Scott in his office to spice it up a bit. Missoula partners are encouraged to email Scott.Angeletti@sportsleisure.com to be added to their itinerary.	Debbie Picard



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Contact

Company	Western Leisure Inc.	Address	7231 South 900 East Suite 200
Contact	Shawn Horman		
Title			Midvale, UT 84047
Phone	(801) 233-0600	Ext.	Country UNITED STATES
Mobile Phone			E-mail shawn@westernleisure.com
Salutation	Shawn		Web Site

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	11:48 AM	Met with Julie Burton-Ray and Shawn at NTA 2016 Atlanta. They are TAP members and sell 3 gauranteed departures each year to Glacier Country. I love this tour because it encompasses so much of our region. They visit the Smokejumper Center, stay at the BW Grant Creek Inn, visit St. Ignatious Mission, stop in Bigfork, RL in Kalispell, float the Middle Fork, stay 2 nights at Many Glacier, boat swift current and Red Bus the GTSR. It is one of their best sellers. Shawn (the owner) was in the meeting on the 2016 Anniversary of the National Parks and want to be that National Park tour specialist. At this point they don't see the need to change anything. He did want to know more about Z5 guest ranch as a dinner option when they stay in Missoula. It is currently dinner on their own, but he could change another dinner to on their own if it's a good program. I will send them more information. GC partners can follow up with Julie at julie@westernleisure.com	Debbie Picard



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Contact

Company	Joy Holiday	Address	199 California Dr, Ste 199
Contact	Lasy Huang		
Title			Millbrae, CA 94030
Phone	(650) 259-9599	Ext.	
Mobile Phone		Country	
Salutation	Lasy	E-mail	lasy@joyholiday.com
		Web Site	www.joyholiday.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:20 AM	Met with Heather at NTA 2016 Atlanta. They specialize in China inbound travel groups. Right now they offer a Canadian Rockies tour. They are also currently in YNP but are having difficulty finding lodging in West Yellowstone. I pointed to Kim to see if she could give suggestions for WY. We discussed lodging options around GNP since she feels that is the next area they will be focusing on. All Flathead lodging hotels interested in a series of Chinese visitors should contact Heather at heather@joyholiday.com	Debbie Picard



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Contact

Company	Anderson Vacations	Address	301, 1117 - 1st Street SW
Contact	Heather Huska		
Title			Calgary, AB T2R 0T9
Phone	403-245-6200	Ext.	Country CANADA
Mobile Phone			E-mail product@andersonvacations.ca
Salutation	Heather		Web Site

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	4:03 PM	Met with Shannon at NTA 2016 Atlanta. She says that business is good with inbound to Canada, but outbound to US is way down. They had 3 groups in 2015 that they brought to GNP. Almost got in trouble with the fires on the east side, but the reds were running so all was good! Her groups are requesting more first nations additions to their programs. PERFECT! She thinks with the dollar, they will stay on the Waterton side and just come down for the day for the tour. All GC partners can contact Shannon at sbrand@andersonvacations.ca	Debbie Picard



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Contact

Company	Falcon's Crest Inc.	Address	4110 SE Hawthorne Blvd
Contact	Melody Johnson		
Title			Portland, OR 97214
Phone	(360) 353-3596	Ext.	
Mobile Phone		Country	
Salutation	Melody	E-mail	melody@falconscrestinc.com
		Web Site	www.falconscrestinc.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:11 AM	<p>Met with Melody at NTA 2016 Atlanta. I worked with Melody back in my Washington days. She is a tour operator but also represents Albany Oregon as a destination. She will be attending Select Traveler on behalf of Albany. She is still planning a National Parks tour... She is also looking for these itineraries.</p> <ol style="list-style-type: none"> 1. Unique and off the beaten path golf courses 2. Great BBQ eateries 3. Great brewery stories 4. Carousels and carousel museums 5. Native American cultural and historic sites 6. Farm/Ranch experiences 7. Missoula floods and related geology trails <p>Glacier Country partners with these assets should contact Melody at melody@falconcrestinc.com</p>	Debbie Picard



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Contact

Company	Significant Living Travel and Tours	Address	2816 Honolulu Ave #413
Contact	Chris Knowles		
Title			Verdugo City, CA 91046
Phone	(818) 542-3158	Ext.	
Mobile Phone		Country	
Salutation	Chris	E-mail	sltravel@charter.net
		Web Site	www.significantlivingtravel.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/4/2016	3:26 PM	Met with both Christina and Andrew Knowles at NTA 2016 Atlanta. They did a 12 day trip to GNP for only 5 people in a 15 passenger van. The clients loved it, but it didn't make them any \$\$\$. They can't understand why it didn't sell better because it was such a great trip with so much to offer. They stayed at the Best Western in Whitefish. They will revisit a tour to our area in 2017. They do not need any follow up at this time. They will call me when they are ready to plan.	Debbie Picard



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Contact

Company	Main Street Experiences	Address	4010 Watson Plaza Drive, Suite 139
Contact	Jennifer Lum Lee		
Title			Lakewood, CA 90712
Phone	(310) 212-0791	Ext.	
Mobile Phone		Country	
Salutation	Jennifer	E-mail	jennifer@mainstreettours.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/4/2016	3:34 PM	Met with Jennifer at NTA 2016 Atlanta. They have changed their name from Main Street Tours to Main Street Experiences and instead of being a California tour company they are looking to take clients out of California to new destinations and are exploring the western states first. She says they will be 15 to 25 passengers and they are looking for very unique experiences. These are higher end clients so they will spend the money. I gave her several suggested ideas and she was very intrigued. She took our USB drive and will follow up with her product manager and call me to discuss specifics. GC partners offering VERY unique higher end experiential activities and 4 star lodging can follow up with Jennifer at jennifer@mainstreettours.com	Debbie Picard



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Contact

Company	Milne Travel	Address	24 Airport Rd.
Contact	Emily Martel		
Title			W. Lebanon, NH 03784
Phone	(603) 836-4699	Ext.	
Mobile Phone		Country	
Salutation	Emily	E-mail	emily.martel@milnetravel.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	3:04 PM	Met with Emily at NTA 2016 Atlanta. They are a travel agency and are new to NTA. They specialize in both group and FIT travelers. She has never been to Montana so she wanted to gather more information so she is versed when clients call her for information about Montana. We talked about the entire region and all kinds of continueing itineraries that our region works well with, Canadian Rockies, Seattle, YNP etc. She welcomed our usb drive and says that she doesn't need any further follow up at this time.	Debbie Picard



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Contact

Company	Alaska Coach Tours	Address	PO Box 20989
Contact	Dennis McDonnell		
Title			Juneau, AK 99802
Phone	(907) 748-2496	Ext.	
Mobile Phone		Country	
Salutation	Dennis	E-mail	dennis@alaskacoachtours.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	11:07 AM	Met with Dennis at NTA 2016 Atlanta. Dennis mainly focuses on tours in Alaska but is looking to expand his offerings after Alaska cruises that dock in Seattle. He wanted to know what he could offer in western Montana. We chatted about road tripping from Washington and all the sites to see along the way. We went in depth about GNP and the red bus tours, boat tours, Flathead Lake and WMR and shopping in Whitefish. GC partners can connect with Dennis at dennis@alaskacoachtours.com	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: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/4/2016	9:21 AM	Met with Michael at NTA 2016 Atlanta. 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 are planning a ski trip to Whitefish Mountain Resort this winter 2016. 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. GC partner members that would like to follow up with Micheal can email him at creativetoursflorida@yahoo.com Michael will also be at Go West and we will talk more there about Glacier Country.	Debbie Picard



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Contact

Company	Wells Gray Tours, Ltd	Address	250 Lansdowne Street
Contact	Roland Neave		
Title	President & Owner		Kamloops, BC V2C 1X7
Phone	250.374.0831	Ext.	
Mobile Phone		Country	
Salutation	Roland	E-mail	roland@wellsgraytours.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	3:28 PM	Met with Stephanie at NTA 2016 Atlanta. They do Canadian Rockies and with the exchange rate tanking for them things in the US are uncertain. After talking with Fraser last year, he was intrigued with the Reds and wanted Stephanie to find out a little bit more information about them. So we discussed the options on where they could pick up the reds and what happens on the tours. We also discussed Issak Walton Inn, WMR and the new hotels going into the Flathead Valley. I would suggest that GC partners could play a huge roll in getting a tour out of them. Please follow up with Stephanie with your lodging or attractions at stephanie@wellsgraytours.com	Debbie Picard



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Contact

Company	ACFEA Tour Consultants	Address	110 Third Ave N. Suite 202
Contact	Ken Olson		
Title			Edmonds, WA 98020
Phone	(425) 776-3273	Ext.	
Mobile Phone		Country	
Salutation	Ken	E-mail	kenolson@acfea.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	3:10 PM	Met with Ken at NTA 2016 Atlanta. ACFEA is all student based tours. They are all customized and so there is never a tour that is the same. They currently come out to Missoula for the International Choral Festival in July. They are looking for other things to do around Missoula. We discussed outdoor activities and the smokejumper center. I will give this lead to Mary and see if she can follow up with Ken regarding this tour and others.	Debbie Picard



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Contact

Company	America's Hub World Tours	Address	6327-C SW Capitol Hwy #263
Contact	David Penilton		
Title			Portland, OR 97239
Phone	(503) 896-2464	Ext.	
Mobile Phone		Country	
Salutation	David	E-mail	david.penilton@hubworldtravel.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:24 AM	Met with David at NTA 2016 Atlanta. David is a new NTA board member for 2016, wished him luck. His focus has been on inbound China and Australia for the west coast cities specifically Seattle, Portland, San Fran. He is not familiar with Montana so we spent time specifically on GNP. He doesn't have anything planned at this time but appreciated the usb drive and tour itinerary suggestions. No specific follow up is needed at this time from GC partners.	Debbie Picard



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Contact

Company	Yankee Holiday/Amtrak Vacations	Address	500 Cummings Ctr Ste 5500
Contact	Therese Pierce		
Title			Beverly, MA 01915-6115
Phone	(978) 922-0418	Ext. 135	Country
Mobile Phone			E-mail
Salutation	Therese		tpierce@yankeeholidays.com
			Web Site
			www.yankeeholidays.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:04 AM	Met with Jim, Jarret and Andrew at NTA 2016 Atlanta. GNP is their #1 destination and they utilize GPI for lodging. (Jason took them out to dinner one night at NTA) They said that the delays with Amtrak are over. The train does get in at 7am and that is a little difficult, but nothing any of us can do about that. They asked if we include on our website, referrals to those tour operators that come to Montana. They would be interested in being listed of course. GC partners are welcome to follow up with Jim at jim.marini@ylginc.com	Debbie Picard



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Contact

Company	Go Bug Travel	Address	2400 Peeples Lake Rd.
Contact	Sarah Polow		
Title			Chatsworth, GA 30705
Phone	(706) 264-5848	Ext.	
Mobile Phone		Country	
Salutation	Sarah	E-mail	spolow@gmail.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/4/2016	9:14 AM	Met with Sarah at NTA 2016 Atlanta. She is with a travel agency and first time attendee at NTA. She is unfamiliar with Montana tourism product so wanted an overview of what things we can offer her clients that are looking for adventure travel and National Parks. We did an overview of GNP, Flathead Valley, Missoula area, Seeley-Swan and the Bitterroot Valley since she had never been. She was fascinated by the photos I shared. Any GC partner can follow up with Sarah at spolow@gmail.com	Debbie Picard



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Contact

Company	China Connection Tours	Address	Suite 1002, Guangfeng Building 79 South 2nd Ring Road
Contact	John Qiu		
Title	Senior Director - Marketing & Sales		Xian, Shaanxi 710068
Phone	86 29 8526 2406 Ext.	Country	
Mobile Phone		E-mail	John.Qiu@cctgroups.com
Salutation	John	Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	11:14 AM	Met John at NTA 2016 Atlanta - based in China, they are one of the biggest China in-bound tour operators. John has been coming to NTA for many years. He's learning how to sell the USA to out-bound Chinese travelers. Their Chinese customers tend to be wealthy, used to fine lodging/dining, but also adventurous -- so don't mind occasional rustic hotels. His groups are usually 10-12 people or groups of 2 families traveling together. Most of them are very familiar with YNP but he is having more requests for GNP and so he needs to know more about the area. Clients are flying into Denver seeing YNP and then back out. He knows that there is lots more to see and we talked itineraries that involve loops and/or different flyout airports. GC partners can follow up with John at john.qiu@cctgroups.com	Debbie Picard



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Contact

Company	Sunrise Tours	Address	1819 Lynch Street
Contact	Debbie Robertson		
Title			Saint Louis, MO 63118
Phone	314 771-8300	Ext.	
Mobile Phone		Country	
Salutation	Debbie	E-mail	debbie@travelsunrise.com
		Web Site	www.travelsunrise.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	3:19 PM	Met with Debbie at NTA 2016 Atlanta. She has a tour scheduled for this summer. She is coming from Seattle and wanted a stay in Missoula. They use Best Westerns so I recommended the Best Western Grant Creek Inn with dinner at The Montana Club or Mcke nzie River right next door if dinner is on their own. We then discussed the attractions as they head up highway 93 to GNP. She is looking for a step on guide to get on the bus in Missoula and travel up to GNP with them to tell the Montana tales. I will get Debbie several names and she can follow up along with lunch options in Polson. Hwy 93 GC partners can follow up with Debbie at debbie@travelsunrise.com	Debbie Picard



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Contact

Company	Gate 1 Travel	Address	455 Maryland Dr
Contact	Jaz Roy		
Title	Product Manager		Fort Washington, PA 19034
Phone	(215) 572-7676	Ext.	
Mobile Phone		Country	
Salutation	Jaz	E-mail	jroy@gate1travel.com
		Web Site	www.gate1travel.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/5/2016	3:58 PM	Met with Erin at NTA 2016 Atlanta. They currently have 8 departures for our area. Seattle to Waterton. They are staying at the Hilton Garden Inn Kalispell for 2 nights. One day spent in the park the other is spent in Kalispell visiting the Conrad and Hockaday. She wanted additional afternoon suggestions. I suggested going to Bigfork for an afternoon and if possible with schedules do a show as well for great evening entertainment. She loved the idea. Other Kalispell area attractions that would like to attract her attention can contact Erin at eprebil@gate1travel.com	Debbie Picard



Contact Report

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

Contact

Company	AAA Sojourns	Address	1900 Powell Street, Suite 1200
Contact	Arlene Samonte		
Title			Emeryville, CA 94608
Phone	(510) 596-4885	Ext.	
Mobile Phone		Country	
Salutation	Arlene	E-mail	arlene.samonte@goAAA.com
		Web Site	www.goAAA.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:42 AM	Met with Arlene at NTA 2016 Atlanta. AAA Sojourns specializes in chinese Inbound to the US. She has 6 tours planned for Glacier National Park in 2016. She is utilizing Western Leisure as her receptive tour operator. They are a National Parks expert and have a great Glacier itinerary. She feels confident that her clients will be well taken care of even though AAA is more upscale but WL itinerary sells. I told her about the new things in the region and she asked if I had an appointment with Western Leisure to be sure they are up on the latest and greatest in the region. There is no specific follow up at this time.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Gray Line San Francisco Sightseeing	Address	50 Quint St.
Contact	Ray Sargoni		
Title			San Francisco, CA 94124
Phone	(415) 573-2312	Ext.	
Mobile Phone		Country	
Salutation	Ray	E-mail	ray@graylineofsanfrancisco.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	11:43 AM	Met with Ray at NTA 2016 Atlanta. They focus on San Francisco and have built a great tour company around California. Certain clients are wanting them to do more. They are looking for destinations in the western US that they could get to fairly easily. Clients seem to like National Parks so Montana seemed like the natural place to look to expand. He took our usb and liked the itinerary suggestions. GC partners can follow up with Ray at ray@graylineofsanfrancisco.com	Debbie Picard



Contact Report

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Contact

Company	Silver Wheels Travel Tours	Address	23 Overhill Road
Contact	Richard Seigel		
Title	Owner		Asbury Park, NJ 07712-3440
Phone	732.496.1878	Ext.	
Mobile Phone		Country	
Salutation	Richard	E-mail	Silverwheels54@aol.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:33 AM	Met with both Richard and Barbara at NTA 2016 Atlanta. They are from NJ and were skeptical that our area would keep their clients attention because they are so used to fast paced things. We talked about GNP and they were interested in the reds, but also VERY interested in the Blackfeet influence. Suggested Sun Tours. Lodging options need to be nice, we talked about the lodges not having AC and she was shocked!! She asked about the train but wants painless travel from the East Coast. We talked about flights and where to fly into. This appointment was kinda all over the place. I felt like it's a long shot, but worth a follow up from GC partners that want to wow east coasters with our spectacular beauty. I think they will be blown away.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	WestWorld Tours	Address	200 Albert Street North
Contact	Dean Smith		
Title	Director		Regina, SK S4R 5E2
Phone	(306) 751-9518	Ext.	
Mobile Phone		Country	
Salutation	Dean	E-mail	information@westworldtours.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	11:26 AM	Met with Daphne at NTA 2016 Atlanta. I requested this appointment because they say they go to states all around us but not Montana. I wanted to see if there was a possibility to add us to an already existiing itinerary or create on for Montana. She said that they do fill their buses to 50 ppl. There hasn't been a huge request for MT, she thinks due to the Canadian Rockies looks similar. We talked about both YNP and GNP and how there might be a great tie in to do both parks in one itinerary. She took my usb for itinerary ideas and I will follow up. No neef for GC partners to follow up with her at this time.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Premier World Discovery	Address	2615 190th St., Suite 200
Contact	Michael Smith		
Title	Director of Product Development		Redondo Beach, CA 90278
Phone	(310) 372-3668 Ext.	Country	
Mobile Phone		E-mail	msmith@premierworlddiscovery.com
Salutation		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	11:40 AM	Met again with Michael at NTA 2016 Atlanta after meeting with him a few weeks earlier at ABA. I asked if he had resolved his issues in Whitefish, but he hadn't talked to the hotel yet. He is very interested in the Fire Brand Hotel in Whitefish and wanted information. I will let them know they are on their radar. PWD is a great tour company with higher end clients and it would be a shame to lose this tour into the Flathead. Follow up can be done with msmith@premierworlddiscovery.com	Debbie Picard



Contact Report

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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: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/7/2016	9:14 AM	Met with Megan at NTA 2016 Atlanta. This is such a big company with so many different levels of service and different company programs. Megan is looking to expand a Cosmos product to Montana that includes GNP, YNP and Tetons at a better price point starting in 2017. Red Lion in Kalispell is all over this! They also have a program Orbridge that works with Alumni groups and have 2 tours to GNP. They have lots of resources and knowledge of the area. 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 Megan at mmiller@globusfamily.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Holiday Vacations	Address	2727 Henry Avenue
Contact	Jace Vogler		P.O. Box 87
Title	Executive Buyer		Eau Claire, WI 54701-6828
Phone	7158345555	Ext.	
Mobile Phone		Country	
Salutation	Jace	E-mail	nkaiser@holidayvacations.net
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/4/2016	3:18 PM	Met with Sam at NTA 2016 Atlanta. He gave me these dates that they will be in Glacier Country for 2016 with 15 overnight stays per group. June 25, July 7, 12, 16, 26, August 4, 13, 16, 23, 30 Sept. 1, 6, 8, 11, 18 All on either Amtrak or 15 day motorcoach that sells out every year. He wanted an afternoon activity that his group could do in Whitefish. I suggested WMR and their diverse offerings for everyone. He wants more information. Since most are coming on Amtrak GC partners near Amtrak stops are welcome to contact Sam with additional information on your tourism product at sfranzen@holidayvacations.net I also met up with Jace (the owner) at a networking function. He had gotten to know Jason at GPI quite well. They utilize GPI currently.	Debbie Picard



Contact Report

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Contact

Company	Alexander & Roberts	Address	53 Summer Street
Contact	Zach Zahn		
Title			Keene, NH 03431
Phone	(603) 357-5074	Ext.	
Mobile Phone		Country	
Salutation	Zach	E-mail	zzahn@alexanderroberts.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/4/2016	6:59 AM	Met with Zach and Robert at NTA 2016 Atlanta. It was their first time at NTA. They are an upscale tour operators (much like Tauk) and offer luxury travel to groups from 6-16 ppl. They currently offer tours into Lake Louis and Banff. They are looking for 4 star accommodations in the Flathead and outfitters that can offer unique or custom experiences. He is looking for a US operator that could possibly pick up at the border. I don't know about this? Seems complicated for an upscale tour. GC partners can follow up with Zach at zzahn@alexanderroberts.com	Debbie Picard



Contact Report

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Contact

Company	Chinatour.com International	Address	680 Brea Canyon Rd
Contact	Jessica Zhou		
Title			Diamond Bar, CA 91789
Phone	(626) 377-9924	Ext.	
Mobile Phone		Country	
Salutation	Jessica	E-mail	jessica.z@chinatour.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	11:31 AM	Met with Jessica at NTA 2016 Atlanta. They work with both inbound to China and outbound of China to USA. Groups are all sizes, but mostly on a motor coach and 30-40 people. They are coming to YNP and want to know more about GNP before sending buses. She was very interested in lodging in the park. I told her that it is hard to come by. I showed her a picture of Glacier Park Lodge and she was very interested in staying at a lodge like that, even though very rustic. I will send her more information on lodging options around the park. GC partners can follow up with Jessica at jessica.z@chinatour.com	Debbie Picard