



Contact Report

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

Contact

Company	Design Destinations	Address	612 North Kings Rd, Suite 202
Contact	Ildiko Bayer		
Title	Director of Sales & Marketing		Los Angeles, CA 90048
Phone	(323) 782-0621 Ext.	Country	
Mobile Phone		E-mail	info@design-destinations.net
Salutation	Ildiko	Web Site	www.design-destinations.net

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	11:20 AM	Met with Ildiko Bayer at Go West Summit 2013 in Fort Worth. Design Destinations is a receptive operator for groups from the European countries. All tours are custom designed to the special interests of each of their clients. She is very good about utilizing the CVB's and tourism offices in the regions that her clients request. We discussed the attributes of Glacier Country and she would like more information on Whitefish attractions and lodging, Whitefish aerial park, People's Center, and Sun Tours. Will send information and others can follow up via email at info@design-destinations.net	Debbie Picard



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Contact

Company	ResorTime.com	Address	5900 Pasteur Court, Suite 150
Contact	Amy Behncke		
Title	Account Manager		Carlsbad, CA 92008
Phone	(760) 827-4157	Ext.	
Mobile Phone		Country	
Salutation	Amy	E-mail	abehncke@resortime.com
		Web Site	www.resortime.com

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	4:14 PM	Met with Amy Behncke at Go West Summit 2013 in Fort Worth. ResorTime is one of the largest providers of nightly timeshare rentals to the general public. ResorTime primarily works with vacation resort properties or high quality unique hotel properties and those urban areas preferably with larger suite type accommodations. ResorTime provides additional revenue and exposure for properties. I told Amy that I would post the lead to our Member Partners and if any properties were interested in learning more that they could contact her at abehncke@resortime.com	Debbie Picard



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Contact

Company	I.B.T.M. Sweden	Address	Valhallavaegen 143
Contact	Gionni Benacchio		
Title	Managing Director	Country	Stockholm, 11531, Sweden
Phone	46 8 6581042	Ext.	
Mobile Phone		E-mail	ibtm.sweden@gmail.com
Salutation	Gionni	Web Site	

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/1/2013	2:51 PM	Met with Gionni Benacchio at Go West 2013 in Fort Worth. They are a Swedish organization for both incoming and outgoing individuals and incentive groups. They are here looking for new destination for their clients and incentive groups. He is looking for the closest large airport and so we discussed hub airports that fly in to Glacier Country. Specifically looking for ranches and gambling options. Will send our ranches information and itineraries for ideas, as well as a few pictures.	Debbie Picard



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Contact

Company	American Asia Travel Center Inc.	Address	117 E. Garvey Ave
Contact	Cindy Chang		
Title	Branch Manager		Monterey Park, CA 91755
Phone	(626) 280-1166	Ext.	
Mobile Phone		Country	
Salutation	Cindy	E-mail	cindysh@americaasia.com
		Web Site	www.americaasia.com

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	3:57 PM	Met with Cindy Chang at Go West Summit 2013 in Fort Worth. American Asia Travel Center as dba, Super Vacation and has a Shanghai branch. They help Chinese tourists traveling to the US make tour plans, book airlines, and access the US tour packages. All their tour guides speak Chinese and English fluently. She requested that I send her our tour itineraries for ideas for their tours. More and more Chinese are wanting the National Parks and the unique experience. Yellowstone is the only National Park that she is familiar with. She loved our photos and wants to know more. Please forward any information to Cindy at cindysh@americaasia.com	Debbie Picard



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Contact

Company	Guangdong Tiantian Holiday International Travel Services	Address	16th Floor, C Block Richland Tower 288 Hengfu Rd
Contact	Arthur Chin		
Title	General Manager		
Phone		Ext.	
Mobile Phone		Country	510095 Guangzhou City, Guangdong Province China
Salutation	Arthur	E-mail	arthurchin@dista.com.cn
		Web Site	www.dista.com.cn

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/1/2013	12:11 PM	Met with Arthur Chin at Go West 2013 in Fort Worth. DISTA is the largest tour operator and wholesaler to organize people to travel to North America from Southern China. Last year they brought 9,000 people to the US. They fly into San Francisco and LA. They do have a Yosemite, Grand Teton and Yellowstone itinerary. He asked that I email him our itineraries to get familiar with Western Montana. He is also interested in local receptive operator and wanted to know if we have a Chinese operator in Montana. There is no specific follow up from our member partners unless you are a receptive tour operator.	Debbie Picard



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Contact

Company	Yana Travel Agency	Address	36 Ahasan-ro 30-gil
Contact	Yana Cho		
Title	CEO		Seoul, 143-841
Phone	(822) 715-6463	Ext.	Country Korea, Republic of
Mobile Phone			E-mail ceo@yana.kr
Salutation	Yana		Web Site www.yana.kr

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	11:31 AM	Met with Yana Cho at Go West Summit 2013 in Fort Worth. Yana is a travel agency that specializes in trips to the US with specific themed itineraries for people from Seoul. Mainly honeymoon ideas. She would like pictures of Glacier Country along with honeymoon itinerary ideas. She asked if I had any information written in Korean (I will check with MTOT on this) Any member partner wanting to market to honeymooners can contact Yana at ceo@yana.kr	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.	
Mobile Phone		Country	
Salutation	Samantha	E-mail	scrowther@lassentours.com
		Web Site	www.lassentours.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	2:29 PM	Met with Samantha Crowther at Go West Summit in Fort Worth. Lassen Tours is 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. She is interested in a 2 day intinerary in Glacier Country that includes the Park and other activities. She asked that I include restaurant suggestions as well. Feel free to follow up with your attraction, activity or restaurant in the greater GNP area to Samantha at scrowther@lassentours.com	Debbie Picard



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Contact

Company	Travel House of America	Address	154 East Highland Ave
Contact	Josee Desrochers		
Title	President		Clermont, FL 34711
Phone	(352) 243-1350	Ext.	
Mobile Phone		Country	
Salutation	Josee	E-mail	THA2000@aol.com
		Web Site	www.travelhouseofamerica.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	12:06 PM	Met with Josee Desrochers at Go West Summit 2013 in Fort Worth. Travel House of America is a receptive operator based in Florida. They work with some of the biggest name operators and also offer specialized packages. They worked with a square dance group that attended the national convention in Spokane and then went on a 23 day tour. Kalispell was a stop on their tour and is familiar with Glacier National Park. She loves Glacier Country and will call me if she has a group that desires Western Montana in the future. No particular follow up at this time.	Debbie Picard



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Contact

Company	Expedia	Address	333 108th Ave NE
Contact	Mike Doyle		
Title	Senior Market Manager		Bellevue, WA 98004
Phone	(425) 679-4369	Ext.	
Mobile Phone		Country	
Salutation	Mike	E-mail	midoyle@expedia.com
		Web Site	www.expedia.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	9:59 AM	Met with Zachary Alpert at Go West Summit 2013 in Fort Worth. Groupon Getaways and Expedia are working together to create the largest flash sale site in the world featuring up to 100 high quality hotel properties each week. The campaigns are negotiated with each property individually, based on their current needs and availability. The deals live on the site for a total of 7 days, with an estimated exposure of up to 60 million people each week. Properties use it to gain exposure to potential new clients, and to help drive bookings over designated dates. Any properties interested can contact Zachary Alpert at zalpert@groupon.com or call 312-662-7282.	Debbie Picard



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Contact

Company	Dubman Tours-Western Canada Destination Solutions	Address	26-8511 Cumberland Place
Contact	Mrs. Elena Dubman		
Title			Burnaby, BC V3N 5C1
Phone		Ext.	Country Canada
Mobile Phone			E-mail info@dubmantours.com
Salutation	Elena	Web Site	www.vancouverrussiantours.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	11:01 AM	Met with Elena Dubman at Go West Summit 2013 in Fort Worth. They are a destination management company/receptive operator working with clients from Russia and Ukraine. They design, develop and conduct themed programs, tours, and business trips. She was very interested about our higher end guest ranch resorts and wanted further information about what activities they offered and price points. I will send her information, and member partners are welcome to email her as well.	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

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/1/2013	12:37 PM	<p>Met with Carly Layton at Go West 2013 in Fort Worth. Tourico Holidays is a receptive travel wholesaler operating for over 17 years. They started with just hotel offerings added cruises and car rentals and just within the last 3 years have included attractions. They have various distribution channels to maximize the number of guests they send to particular regions. If hotels, attractions work directly with Tourico their products will be available to over 4,400 worldwide travel agents to book. They will list your product on their B2B websites. Remote (Glacier Country) are harder to get traffic. She pulled out a sheet that had how many people are searching their website for Montana and here are the results of the cities searched.</p> <p>Top 10 Cities searched:</p> <ul style="list-style-type: none"> West Yellowstone 3,955,744 Billings 3,682,073 Kalispell 2,919,948 Missoula 2,480,639 Great Falls 2,213,722 Bozeman 2,039,876 Yellowstone Park 1,969,927 Whitefish 1,253,953 <p>Deep discounts are required and a commission paid to be included on their website/catalogs. Feel free to contact Carly for more information carlylayton@touricoholidays.com</p> <p>I've sent Carly GPI contact information as well as local transportation companies in the area.</p>	Debbie Picard



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Contact

Company	US-Canada Health Tour & Travel	Address	P. O. Box 32230
Contact	Mr. Ali Ghaemi		
Title	Travel Planner		Washington, DC 20007-0530
Phone		Ext.	
Mobile Phone		Country	
Salutation	Ali	E-mail	HealthTourTravel@aol.com
		Web Site	

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	4:29 PM	Met with Ali Ghaemi at Go West Summit 2013 in Fort Worth. US Canada Health Tour & Travel targets the outbound markets of the Middle East (especially the Persian Gulf countries) for FIT and VIP health/medical-related travel to North America. He is looking to offer a variety of Western destinations with health-tourism services for international visitors. When we talked he gave me more information on his SMERF meetings businesses that he works with and looking for meetings space in unique parts of the US...Montana/Wyoming. I gave him our meetings website information for that but wanted to speak more on the health tour and travel. I told him I would send out this lead for health, food, spa related member partners that could contact him at healthtourtravel@aol.com	Debbie Picard



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Contact

Company	Newmarket Air Holidays	Address	McMillan House
Contact	Richard Harrington		Cheam Common Road
Title	Long Haul Product Director		Worcester Park, Surrey, KT4 8RQ
Phone	44 (20) 8335 5196 Ext.	Country	United Kingdom
Mobile Phone		E-mail	r_harrington@newmarket-group.co.uk
Salutation	Richard	Web Site	www.newmarketholidays.co.uk

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	10:06 AM	Met with Richard Harrington at Go West Summit 2013 in Fort Worth. Newmarket designs escorted motorcoach tours in the USA from the UK. They are looking for new themed itineraries and transborder US/Canada products. Working with Glacier Country and MTOT, Richard has developed a new 2 night in Banff and 2 night in Kalispell itinerary, (Butte to Yellowstone and back to Great Falls) running June, July, August and September. He will let me know if he needs anything further, but for now no follow up is needed.	Debbie Picard



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Contact

Company	SCYTS Miracle Tours	Address	Lixiang Center 3-1502, No 38, Tianyi St.
Contact	Tobie HE		
Title	Assistant GM	Country	Chengdu, Sichuan
Phone	(301) 823-7788	Ext.	China
Mobile Phone		E-mail	Tobie777@qq.com
Salutation	Tobie	Web Site	

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/1/2013	2:29 PM	Met with Tobie at Go West 2013 in Fort Worth. SCYTS designs and markets tour products in the US for high end Chinese customers. They cover sightseeing, self-drive, wine tasting and cruises. I had a very hard time communicating with Tobie. He asked me to email him pictures of wildlife that they could see in Glacier Country. He said he is just learning about Montana and where we are located in the US. He suggests we come to China to show people there all we have to offer especially our wide open spaces. Following up with pictures and itineraries.	Debbie Picard



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Contact

Company	New World Travel, Inc	Address	1040 Avenue of the Americas
Contact	Ms. Kathleen Heerwagen		7th Floor
Title	Product Manager		New York, NY 10018-3736
Phone		Ext.	
Mobile Phone		Country	
Salutation	Kathleen	E-mail	kathleen.heernagen@ca.newworldtravel.com
		Web Site	www.newworldtravel.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	2:39 PM	Met with Kathleen Heerwagen at Go West Summit in Fort Worth. New World Travel has offices in New York, Miami and Los Angeles and provides comprehensive receptive services for destinations throughout the USA and Canada with complete FIT services featuring more than 3,000 hotels, fly/drive programs, customized group itineraries, incentive and special event planning. Kathleen is interested mainly in hotel contracts due to their 70% FIT business. They currently have contracts with Red Lion Kalispell but are also intested in Grouse Mountain Lodge, St Mary's Lodge and The Lodge at Whitefish Lake. They also offer itineraries, but she was not interested in copies of my itineraries, just hotel options. Send requested hotel information to member partners. Other hotel partners are welcome to contact Kathleen at kathleen.heerwagen@ca.newworldtravel.com	Debbie Picard



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Contact

Company	G Adventures	Address	19 Charlotte Street
Contact	David Konigsberg		
Title	Operations Manager		Toronto, Ontario M5V 2H5
Phone	(416) 260-0999	Ext. 1345	Country Canada
Mobile Phone			E-mail davek@gadventures.com
Salutation	David		Web Site www.gadventures.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/1/2013	1:07 PM	Met with David Konigsberg at Go West 2013 in Fort Worth. G Adventures offers adventure craving travelers an alternative to the resort, cruise, motorcoach tour. He combines camping with some hotel stays. He has a 22 day tour planned that includes Glacier Country this summer. Natural Wonders of the PNW flies into San Francisco up 101 to Portland/St Helens/Seattle/Cour D'Alene, GNP day 10-12, Helena, Yellowstone, Grand Teton, Salt Lake City, Yosemite, San Fran. 4 hotels, 17 camping. 14 passenger vans staying at West Glacier KOA. He wants a step on guide and thinks Glacier Guides is too expensive. We talked about possibly taking a Sun Tour and he asked for their information. I talked about the other great hikes in Western Montana like the Bitterroot Valley, but they don't have time on this tour. Sending him more information on the Bitterroot. Member partners with any outdoor adventure opportunities for future tours can send information to his email at davek@gadventures.com	Debbie Picard



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Contact

Company	America Tours	Address	Janska 868/8
Contact	Michal Kuzel		460 01
Title	General Manager		Liberec 3,
Phone		Ext.	Czech Republic
Mobile Phone		Country	michal@americatours.cz
Salutation	Michal	E-mail	www.americatours.cz
		Web Site	

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	2:53 PM	Met with Michal Kuzel at Go West Summit 2013 in Fort Worth. America Tours offers tours of the US to Czech and Slovak markets, specializing in scheduled tours, FIT, incentive, car rentals, accommodations, air tickets and custom itineraries. Michal said that the only time he was in Montana/GNP the weather was so bad. He wanted to know if I could guarantee the weather if he were to schedule a group. I showed him a great loop itinerary flying into San Fran, visiting Yosemite, up through SLC into Yellowstone then Glacier Country and back out of Seattle. He will "think about it!" No specific follow up at this time. I will send a couple of our itineraries for him to ponder.	Debbie Picard



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Contact

Company	Cali'Fun LLC	Address	9056 Santa Monica Blvd. Suite 303
Contact	Emilien Leboucher		
Title	Customer Service Manager		West Hollywood, CA 90069
Phone	(877) 225-9386	Ext.	
Country			
Mobile Phone		E-mail	emilien@cali-fun.com
Salutation	Emilien	Web Site	www.cali-fun.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	11:52 AM	Met with Emilien Leboucher at Go West Summit 2013 in Fort Worth. They are a receptive operator for French clients and French travel agencies. They offer activities, hotels, apartments and auto tours in the West, but do not include Montana. I spent our appointment showcasing Glacier Country and our assets, but he has no plans to offer Montana itineraries. Not sure why we were matched for an appointment. No follow up needed.	Debbie Picard



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Contact

Company	Umfulana GmbH	Address	Karlheinz-Stockhausen-Platz 7
Contact	Sylvia Mandlmeier		
Title			Kurten,
Phone	(490) 226-8909816	Ext.	
Country			
Mobile Phone		E-mail	sylvia.mandlmeier@umfulana.com
Salutation	Sylvia	Web Site	www.umfulana.de

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	11:44 AM	Met with Sylvia at Go West Summit 2013 in Fort Worth. They only do customized tours directly with properties (no receptives) that are smaller and specialized and are managed by the owner. This includes bed & breakfasts with just 2-3 rooms that offer that unique charm. They focus on the moderate to high end and would like information on those types of accommodations in Glacier Country. I've sent her a link to our website that lists these accommodations. All member partners that fit the bill can contact Sylvia at sylvia.mandlmeier@umfulana.com	Debbie Picard



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Contact

Company	Virgin Holidays	Address	The Galleria
Contact	Mark Meredith		Station Road
Title	Product Development Manager		Crawley RH10 1WW,
Phone	Ext.	Country	United Kingdom
Mobile Phone		E-mail	mark.meredith@virginholidays.com
Salutation	Mark	Web Site	www.virginholidays.co.uk

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	2:18 PM	Met with Gary Orr at Go West Summit in Fort Worth. Virgin Holidays is the UK's leading long haul holiday company. It sells holidays to the USA, Caribbean, Africa, the middle and far East, the Indian Ocean and Australia. This appointment was requested by me because they do visit Yellowstone, but not GNP and I wanted to see if we could entice them to include Glacier Country in their itineraries. He seemed to think that to add Glacier Country would add too many days to their current schedule. He didn't see the benefit of just a Glacier trip and wasn't sure where to fly into. I suggested a fly in to Calgary and include the Canadian Rockies and he just didn't seem that interested, but thanked me for the updates on what we have in our area. I feel like I planted a seed, No follow up at this time.	Debbie Picard



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Contact

Company	JTB Corporate Sales Inc.	Address	26F Shinjuku Park Tower
Contact	Hiroaki Nishikawa		
Title	Chelf Manager	Country	Tokyo, 163-1065
Phone	(035) 909-8007	Ext.	Japan
Mobile Phone		E-mail	h_nishikawa721@bwt.jtb.jp
Salutation	Hiroaki	Web Site	www.jtbawt.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	9:53 AM	Met with Hiroaki Nishikawa at Go West Summit 2014 in Fort Worth. JTB Corporate works with Japanese corporations on incentive travel options. He requested that I send him links to all of Glacier Country's high end lodging properties and guest ranch resorts. He wanted information on Glacier National Park as well. I will send regional information, however Member Partners that are wanting to target the corporate incentive traveler are welcome to contact him at h_nishikawa721@bwt.jtb.jp	Debbie Picard



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Contact

Company	American Ring Travel Inc.	Address	27202 Turnberry Lane, Suite 270
Contact	Anne Schmidt		
Title	Senior Product Manager	Country	Santa Clarita, CA 91380
Phone	(661) 200-6319	Ext.	USA
Mobile Phone		E-mail	aschmidt@americanringtravel.com
Salutation	Anne	Web Site	www.americanringtravel.com

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/1/2013	2:14 PM	Met with Anne Schmidt at Go West 2013 in Fort Worth. American Ring Travel is a receptive tour operator specializing in individual fly-drive tours, hotel and National Park accommodations, escorted coach tours and special groups. In their catalog they have 2 different suggested itineraries for individuals that fly-drive. Northwest 1 is a 22 day trip. Seattle, Port Angeles, Victoria, Vancouver, Banff, DAY 13 GNP, DAY 14 Missoula (include a stop at St. Ignatius Mission and National Bison Range) Yellowstone, Twin Falls, Pendleton, Portland. For most clients they customize and create a book for each. 7 night minimums. Coach tours they specialize in Danish/German tourists. She commented that National Parks are expensive and it's hard to work with Glacier Lodges for FIT. I gave her our list of Ranches and she wants information on Grouse Mountain Lodge...will send along with our suggested itineraries for her to refer to in planning purposes. Member partners are welcome to send her information at aschmidt@americanringtravel.com	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

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Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	3:36 PM	Met with Mot Shimanzaki at Go West Summit 2014 in Fort Worth. 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. Mot has developed a SLC, Yellowstone, Rapid City, GNP itinerary as well as a Hiking and Treking Native American cultural tour. All tours leave out of Las Vegas. He is at GWS looking for other ideas. I will send him our suggested itineraries, and he is also interested in the Tipi Village. Our member partners can send information to Mot at musttours@gmail.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Cosmos Tours & Cruises/Archers Direct	Address	Wren Court 17 London Rd
Contact	Amy Shine		
Title	Product Manager	Country	Bromley, Kent BR1 1DE
Phone	(020) 869-54532	Ext.	United Kingdom
Mobile Phone		E-mail	ashine@cosmos.co.uk
Salutation	Amy	Web Site	www.archersdirect.co.uk

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/8/2013	10:17 AM	Met with Amy Shine at Go West Summit 2013 in Fort Worth. Archers Direct a sister company of Globus/Cosmos based out of Denver and contract through them, but also like to have their own itineraries to sell. They prefer the "off the beaten path." She wants more information on Whitefish Mountain Aerial Park and the hub and spoke itinerary out of Missoula. Will send her this information, and member partners with 4 star properties and unique attractions can contact Amy at ashine@cosmos.co.uk	Debbie Picard



Contact Report

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Contact

Company	Spirit of the West Magazine	Address	8902 East Via Linda
Contact	Sonja Stimmer		
Title	Publisher		Scottsdale, AZ 85258
Phone	(305) 582-5793	Ext.	
Mobile Phone		Country	
Salutation		E-mail	sonja@spiritofthewestmagazine.com
		Web Site	

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	2:10 PM	Met with Sonja Stimmer at Go West 2013 in Fort Worth. She publishes Spirit of the West Magazine, a German language travel and lifestyle magazine. She asked about FAM opportunities to extend her coverage to Montana. I told her I would pass her information on to Tia for future media FAM's. No follow up from me needed.	Debbie Picard



Contact Report

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Contact

Company	Chinese International Visitors Associate	Address	#206, Hemlani Building, Beach Rd
Contact	Linda Tsai		
Title	Chelf Secretary	Country	Saipan, China
Phone	(670) 235-2335 Ext.	E-mail	t.linda28@gmail.com
Mobile Phone		Web Site	www.civa-usa.org
Salutation	Linda		

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/7/2013	3:15 PM	Met with Linda Tsai at Go West Summit 2013 in Fort Worth. The main objective of the Chinese Int'l Visitors Associate is to provide travel agents in Taiwan and China travel information regarding the USA. Linda said that it is still very busy with the travel waivers. She is at GWS to gather suggested itineraries and area hotel suggestions. I shared with her all the great things going on in Glacier Country Montana. All member partners can send information to Linda at t.linda28@gmail.com	Debbie Picard



Contact Report

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Contact

Company	American Institute of Taiwan	Address	International Trade Building
Contact	Mei Mei Wang		Rm 3207, 333 Keelung Rd, Sec 1
Title			Taipei, 110
Phone	011-886-2-2720-1550	Ext. 309	Country Taiwan, Province of China
Mobile Phone			E-mail meimei.wang@trade.gov
Salutation	Mei		Web Site

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/1/2013	1:56 PM	Met with Mei Mei Wang at Go West 2013 in Fort Worth. Mei Mei used to be the Montana Representative when we had representation in Taiwan. She now works for the commercial section for the American Institute in Taiwan. She LOVES Montana! About 300,000 travelers from Taiwan visit the US each year. Now that Taiwan is part of the US Visa Waiver Program they expect the numbers to jump. In partnership with Discover America Committee in Taiwan, they conduct the My Dream Vacation USA program. This program organizes theme-based media events focusing on topics such as food, festivals, landmarks, shopping and amusement parks. Currently there are 50 US destinations and sponsors supporting this program. They also organize American Pavillions in major travel fairs, as well as provide counseling and marketing services to increase awareness to specific destinations. She wants us to be aware of their new booklet that has a Montana page focusing on Yellowstone/GNP. The cost is \$500 for the year and will have exposure on website, booklet, flyer and at Travel Fairs. Will question Pam Gosink about this more. She has worked with Mei Mei for years and will see if MTOT participates. No specific follow up at this time until I get more information.	Debbie Picard



Contact Report

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Contact

Company	Scenery -Custom International Travel Co.	Address	No 86 DongFeng Rd
Contact	Peter Xin		
Title	CEO		Kunming, 650041
Phone		Ext.	China
Mobile Phone	(138) 087-32277	Country	
Salutation	Peter	E-mail	kmxinjiang@hotmail.com
		Web Site	

Notes

Date Range: 3/1/2013 - 3/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
3/1/2013	1:40 PM	Met with Peter Xin at Go West 2013 in Fort Worth. KSCIT is one of the top 10 international tourism agencies in Yunnan. Over the last two years they sent over 2,000 tourists to the US from China, and are expecting to send 5,000 in 2013. Most requests are to visit San Francisco/LA/Washington DC. They have a 15 day trip planned to Hawaii. Not much talk of Montana, but always looking at future and 2nd/3rd trip options for clients. National Parks are becoming well known and thinks demand will pick up. He talked about the largest travel show in Shanghi and that we should come and tell Chinese clients about Glacier Country. Will send a thank you follow up for now.	Debbie Picard