



Contact Report

Jan Watkins, Glacier Country Regional Tourism
140 North Higgins, Suite 204
Missoula, MT 59802

Contact

Company	Seven Seas International Travel	Address	16 O'Shannessy Court
Contact	Yvonne Bauer		
Title			Victoria 3028
Phone		Ext.	Australia
Mobile Phone		Country	
Salutation	Yvonne	E-mail	
		Web Site	www.sevenseastravel.com

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	1:06 PM	Met with Yvonne Bauer at Go West 2012 (scored selection) - I've met with Yvonne at prior Go West Summits, and although she does some business in our region she doesn't list Montana as a current destination. Her Aussie customers are very adventuresome and love the USA/Canadian west, recent trips to Vancouver and Sun Valley for skiing were great. The company offers a big selection of cruise trips.	Jan Watkins



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Contact

Company	Pleasant Holidays & Journese: Curators of Fine Travel	Address	2440 Hotel Circle North
Contact	Mauricio Beckstrom		Suite 240
Title	Director of Product - USA		San Diego, CA 92108
Phone	(619) 497-2075	Ext.	
Mobile Phone		Country	
Salutation	Mauricio	E-mail	mauricio.beckstrom@pleasant.net
		Web Site	www.pleasantagent.com

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/17/2012	1:02 PM	Met with Mauricio Beckstrom at Go West 2012 (tour operator request) - they are currently looking for 15-20 luxury ranch/hotel properties for a new Journese program in a multi-state region, so about four upscale ranches/hotels in MT. Suggested Paws Up, Triple Creek, Lodge at WF Lake, and the Flathead Lake Lodge. Mauricio has never been to Montana himself, but will be coming to investigate. Their customers tend to come from California, so was interested to hear about the direct CA flights. They are affiliated with Auto Club of Southern CA.	Jan Watkins



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Contact

Company	Argus Reisen GmbH	Address	Alte Dorfstrasse 44A
Contact	Dirk Buttner		
Title	CEO		37120 Bovenden,
Phone	011-49-5594-8049490	Ext.	Germany
Mobile Phone		Country	
Salutation	Dirk	E-mail	dirk@argusreisen.de
		Web Site	

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/10/2012	11:29 AM	Met with Claudia Nagel (Product Manager) at Go West 2012 (mutual) - 60% of their German/Austrian/Swiss clients do ranch stays (3 nights, at least) when they come to our region. The average stay is 16 nights; staying 2 weeks at a ranch -- or a combination of 1 week ranch stay & a 10 day drive trip. They lost a couple ranch suppliers in AZ and TX due to wildfires recently, so are interested to add new ranches. They are coming to RMI Roundup in April (Roundup, WY) and will be scouting for new ranch properties then. Business in 2011 was pretty good, 2012 is looking very good. The German economy is strong and they are seeing early bookings for ranches. They also have a ski program, using Tahoe area, Whistler, Aspen, Vail. Their 3rd main program is an ala carte fly/drive. They need photos because they're updating their website before ITB.	Jan Watkins



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Contact

Company	US Embassy - Singapore	Address	27 Napier Road
Contact	Yiu Kei Chan		
Title	Trade Specialist		Singapore, 258508
Phone		Ext.	
Mobile Phone		Country	
Salutation	Yiu Kei	E-mail	YiuKei.Chan@trade.gov
		Web Site	www.export.gov/singapore

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	1:27 PM	Met with YK Chan at Go West 2012 (tour operator request) - Mr. Chan represents the US Embassy in Singapore. He is interested in encouraging a US presence at travel shows in Singapore. They enjoy traveling to cities, typically 2-3 weeks in June & December. He will let us know which Singapore tour operators will be coming to Pow Wow.	Jan Watkins



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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: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	12:51 PM	Met Mr. Jean Christophe at Go West 2012 (mutually requested) - Jean came to our region about four years ago on a MT/ID RMI Mega-Fam. He sells our region very well., since his clients prefer MT type trips vs. big cities. He's selling custom FIT trips and 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 email suggested itineraries (except RV). He complimented RMI for doing a very good job, he will contact Herve (RMI French rep) for MT content in French language for his website.	Jan Watkins



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Contact

Company	Pacific Northwest Vacations	Address	1629 SW Salmon St.
Contact	Harry Dalgaard III		
Title	Co-Founder & Director of Product Development		Portland, OR 97205
Phone	Ext.	Country	
Mobile Phone		E-mail	hd3@pnw-vacations.com
Salutation	Harry	Web Site	www.pacificnwvacations.com

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2012	12:56 PM	Met with Harry Dalgaard at Go West 2012 (Tour operator request) - Harry hasn't been to Montana but is coming in May 2012 -- his girlfriend's parents live on Flathead Lake (Howie & Julia Howlet). He will be scouting for 3-4 day fly/drive trips, using Spokane as the hub airport. He's looking for unique and premium boutique hotels and outfitters for FIT and small groups (max 12 people). Interested in national parks, sightseeing and bicycle tours. He's a receptive tour operator for the Pacific NW, lives in Hood River, works in Portland, He partners often with Evergreen Escapes (Kieron Weidner)out of Portland. Email suggested interaries.	Jan Watkins



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Contact

Company	Bike-the-Best Motorcycle Tours	Address	Alemannenstrasse 4
Contact	Peter Fischer		
Title	Marketing Manager		53844Troisdorf,
Phone	49 2241-846440	Ext.	Germany
Mobile Phone		Country	
Salutation	Peter	E-mail	p.fischer@bikethebest.de
		Web Site	

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	8:43 AM	Met with Peter Fischer at Go West 2012 - Peter wants to create 5 more tours in 2012. He's been very successful with SW trips and wants to expand. They recently opened an office in Las Vegas and they are scouting trips that begin & end in Las Vegas. He's working with America 4 You (Lena) and did some scouting of our region last summer. I gave him another copy of our suggested itinerary for motorcycles. Currently he's renting their motorcycles in Arizona and doing Stugis, so our itinerary is of interest.	Jan Watkins



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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	

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	2:02 PM	Met with Mr. Ali Ghaemi at Go West 2012 (tour operator request) - this is a new company targeting outbound Middle Eastern FIT and VIP health/medical related travelers. He looking for side trips that patients/families who seek treatment in large US cities (Seattle, LA, Phoenix) can take while they are in the US. These are upper-end family groups from 3-12 people. He's been to Whitefish with a ski group, stayed at Grouse. He's also a SMERF specialist, organizing 3-4 star meetings, incentive trips, He feels our region is best suited for pre and post trips for other regional hubs that do meetings/conventions. He's interested in attending a show that can showcase all MT has to offer, suggested the RMI Mega-Fam. Send info.	Jan Watkins



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Contact

Company	Booking.com / Priceline.com INC	Address	33 New Montgomery St.
Contact	Carter Hearne		5th Floor
Title	Revenue Account Manager		San Francisco, CA 94105
Phone	(415) 633-4011 Ext.	Country	
Mobile Phone		E-mail	marek.kozlowski@booking.com
Salutation	Carter	Web Site	www.booking.com

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2012	11:38 AM	Met with Carter Hearne at Go West 2012 (tour operator request) - Carter is the rep for MT/ID/WY and recently came from Expedia. Booking.com was acquired by Priceline in 2006, together they are #1 for room nights sold. He wants to learn more about our area and the needs of his partners in MT. They do all types of accommodations, including vacation rentals.	Jan Watkins



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Contact

Company	Club Tourism International Inc.	Address	Shinjuku-ku
Contact	Miwa Kamei		
Title	Group Leader		Tokyo 1608308
Phone	813 5323 6677	Ext.	Country Japan
Mobile Phone			E-mail miwa.kamei@club-tourism.co.jp
Salutation	Miwa		Web Site

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/13/2012	11:48 AM	Met with Miwa Kamei at Go West 2012 (scored selection) - this large travel company has branches in all the major Japanese cities. Looking for cultural and nature experiences in the western US for Japanese tourists.. Fact finding, he took our suggested itineraries. He was glad to hear Montana has a Japanese rep, Mako Sagaguchi, who lives in Kumomoto City -- and that a Japanese language MTOT website is available at www.bigskyjapan.com .	Jan Watkins



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Contact

Company	Abercrombie & Kent	Address	Lower Ground Floor, Harrods
Contact	Simon Lynch		87-135 Brompton Rd
Title	Regional Manager North America		London, SW8 2EF
Phone	44 20 71736440 Ext.	Country	United Kingdom
Mobile Phone		E-mail	slynch@abercrombiekent.co.uk
Salutation	Simon	Web Site	

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/11/2012	11:32 AM	Met Simon Lynch at Go West 2012 (mutual request) - in 2010 they launched a new luxury program for their UK clients wishing to experience the USA. Focusing on parts of America their clients may know little about, like the "cultural heritage of Wyoming, trekking the mountains of Colorado, or exploring rarely visited parts of Montana". Simon is putting together a ranch/big sky/national park program. He's already contracted with Paws Up, Triple Creek, and Ranch at Rock Creek. We suggested the Lodge at WF Lake as a hotel property to consider. Another program "Lewis & Clark Montana Adventure" is an eight day trip that includes; arriving Whitefish, overnight at Lake McDonald Lodge, Museum of the Plains Indian, overnight at the Lodgepole Gallery & Tipi Village.	Jan Watkins



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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: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/13/2012	11:50 AM	Met with Michael Mishko at Go West 2012 (mutual request) - they specialize in UK groups traveling to the western US, as well as student/senior groups from Florida. They offer ski tours in winter and custom/adventure tours in summer. He is starting a new company -- selling the western US to Australia. He's just returned from Australia, opening bank accounts, presenting ideas to Australian travel agents and small tour operators. He saw a lot of interest in national parks. Michael says Montana is his favorite state, along with Utah.	Jan Watkins



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Contact

Company	Kinki Nippon Tourist	Address	3-4-2, Kotobashi,
Contact	Satoru Murata		
Title	Manager		Sumida-ku, Tokyo 1300022
Phone	813 5638 7583	Ext.	Country Japan
Mobile Phone			E-mail murata884315@mb.knt.co.jp
Salutation	Satoru		Web Site www.knt.co.jp

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	12:26 PM	Met with Satoru Murata at Go West 2012 (scored selection) - One of the biggest travel agency in Japan. We had a lot of trouble communicating since Mr. Murata doesn't speak English well. He was happy to hear that Montana has a Japanese rep, Mako Sagaguchi, who lives in Kumomoto City -- and that a Japanese language MTOT website is available at www.bigskyjapan.com .	Jan Watkins



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Contact

Company	Bon Voyage Travel & Tours	Address	6/18 Bellevue Road
Contact	Karen Niven		Southampton
Title	Product & Marketing Manager		SO15 2AY Hampshire,
Phone	011-44-2380-248-248 Ext.	Country	United Kingdom
Mobile Phone		E-mail	karen.niven@bon-voyage.co.uk
Salutation	Karen	Web Site	www.bon-voyage.co.uk

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/13/2012	11:34 AM	Met with Karen Niven at Go West 2012 (mutual request) - we discussed her clients that will be spending a month in Montana, including a week in the Bitterroot. We already talked about Bitterroot fishing guides a couple weeks ago, she also needs B&Bs around Glacier Country. Please send an image of a Red Jammer.	Jan Watkins



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Contact

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

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	10:48 AM	MTOT met with Karin at Go West 2012 (supplier request) - they are working with the Lodge at Whitefish Lake for their ski program. Also using the Holiday Inn Missoula in the warm season. Since Pam had just been in the Bitterroot she suggested the Lolo Lodge for a rustic alternative -- and the Lumberjack Saloon (between Lolo Hot Springs and Lolo).	Jan Watkins



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Contact

Company	Travalco USA Inc	Address	12000 Biscayne Boulevard
Contact	Mariette Oppenhuizen		Suite 600
Title	Owner		North Miami, FL 33181
Phone	(305) 866-5555	Ext.	
Mobile Phone		Country	
Salutation	Mariette	E-mail	mo@travalco.com
		Web Site	

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	8:02 AM	Met with Yvonne Eyking (Marketing Manager) at Go West 2012 - Travalco gets requests for Glacier National Park and has brought several groups. I asked for an update on Mariette's plan to add Glacier NP to their "American Safaris" program (that includes are Jackson Hole, Yellowstone, Alaska, and the Everglades). She found GNP outfitters to supply vans and hiking guides, but couldn't find lodging in the Park ("everything was full"). This would have been an annual program that they would sell to tour operators (Travalco is a big receptive tour operator).	Jan Watkins



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Contact

Company	Deira Travel & Tourist Agency	Address	Abu Hail
Contact	Mr. Thilak Rajkumar		
Title	Tours Manager		Dubai, 52972
Phone	971 4 2684455	Ext.	Country
Mobile Phone			United Arab Emirates
Salutation	Thilak	Web Site	E-mail
			sudheesh@deiratravels.ae

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/13/2012	11:55 AM	Met with Mr. Rajkumar at Go West 2012 (scored selection) - their Dubai City customers are a mix of Indians, Brits, Chinese, Japanese, Americans, etc. so language/packaging is a bit difficult. Getting a visa takes about a month so they must plan ahead. They typically travel from March - September and want the finest service. Mr. Rajkumar didn't want our suggested itineraries, instead he'd like to meet a receptive tour operator who knows our region well. I suggested Rocky Mtn Holiday Tours (Gary) & America 4 You (Lena), both were at the show and will meet with Mr. Rajkumar.	Jan Watkins



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Contact

Company	Grand Canyon Tours	Address	3014 So. Rancho Drive
Contact	Karen Rancilio		
Title	President/CEO		Las Vegas, NV 89102
Phone	(702) 655-6060	Ext.	
Mobile Phone		Country	
Salutation	Karen	E-mail	Karen.Rancilio@gctco.com
		Web Site	www.grandcanyontourcompany.com

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/14/2012	12:08 PM	Met with Karen Rancilio at Go West 2012 (scored selection) - Grand Canyon Tours is an online company that offered tours that include hiking, biking rafting, kayaking, and lodging in the Grand Canyon, Utah, Hoover Dam, and Phoenix areas. They are looking for rafting/other activity companies in MT/ID/WY to expand the website, making it more complete and informative for their fly/drive customers.	Jan Watkins



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Contact

Company	STG - School Travel Group	Address	1 Jubilee Street
Contact	Bella Somerville		
Title	Contract Manager - Americas		Brighton, East Sussex BN1 1GE
Phone	Ext.	Country	United Kingdom
Mobile Phone		E-mail	bella@stgmail.net
Salutation	Bella	Web Site	www.educationtravelgroup.com

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/16/2012	1:12 PM	Met Bella Somerville at Go West 2012 (tour operator request) - STG a large UK educational and sports tour operator with a strong focus on the US, including current 10 day trips to CA, NV, AZ, UT, and CO. They're looking to expand the program into Montana to make the program more interesting. Bella took our suggested itineraries. She'd like more information on Whitefish Mtn Resort for winter and summer. Currently, they are running ski trips to New England.	Jan Watkins



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Contact

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

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Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/14/2012	12:04 PM	Met with Dustin Teichman at Go West 2012 (mutual) - Dustin is finishing the final details on his 6 day Glacier Country tour. August 26, 2012 the group flies into Spokane, lunch stop in Wallace, WMR scenic chairlift ride w/naturalist presentation, dinner on-own in Whitefish, and overnight at Grouse Mtn Lodge. Two nights at Glacier Park Lodge, two Jammer tours (Sun Road & Waterton), To Missoula, via Browning to tour Museum of the Plains Indian, Blackfeet Heritage Center and/or Lodgepole Gallery & Tipi Village. Overnight in Missoula, tour Smokejumper's Center, lunch in Coeur 'd Alene, then fly out of Spokane. If successful this trip will become an annual trip in their program.	Jan Watkins



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Contact

Company	MWT International Mountain West Travel, Inc	Address	2785 E. Russell Rd, STE C
Contact	Steven Tokita		
Title	President		Las Vegas, NV 89120
Phone	(702) 270-2704	Ext.	
Mobile Phone		Country	
Salutation	Steven	E-mail	steve@mwt.com
		Web Site	www.mwt.com

Notes

Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2012	12:30 PM	Met with Mr. Steven Tokita & Mr. Eiji Yamagata at Go West 2012 (scored selection) - this Las Vegas based tour operator specializes in Japanese, Malaysian, and Middle Eastern markets. They currently have national park tours in the SW, Yellowstone, and Yosemite -- and are scouting for new tours. His clients love nature trips. Mr. Yamagata knows a little about Glacier NP because he got a request and planned the trip (hasn't been himself). He's interested in adding Glacier NP as a new tour destination and asked how we can help promote/sell the trip. Forward link to the MTOT Japanese language website.	Jan Watkins



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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: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/13/2012	12:02 PM	Met with Angie Vincent at Go West 2012 (tour operator request) - their new two-week trip from Seattle that was initially going to travel through WA, OR, ID and MT was determined to be too aggressive. So they decided it should be WA/OR or ID/MT. The office just decided today --- it will be WA/OR. Disappointing -- but the existing Globus trips in our region are doing very well, with 12 departures in 2011 for the "Glacier NP & Canadian Rockies" tour (Calgary gateway).	Jan Watkins



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Contact

Company	Travelocity	Address	3550 Paradise Road # 188
Contact	RJ Virata		
Title	Nevada Market Manager		Las Vegas, NV 89169
Phone		Ext.	
Mobile Phone		Country	
Salutation	RJ	E-mail	rj.virata@travelocity.com
		Web Site	www.travelocity.com

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Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/17/2012	1:22 PM	Met with RJ Virata at Go West 2012 (manual selection) - RJ is the Nevada Market Manager. He wanted to share that Western US Ski Manager for Travelocity is Adam Feehan. I actually know Adam very well from the ski industry and because he seriously considered moving his family to Whitefish to take the Sales & Marketing Director position. He decided to stay in Reno -- but knows Whitefish well.	Jan Watkins



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Contact

Company	Wiedmann Travelservice	Address	Pfahlgrabenstr. 33
Contact	Wolfgang Wiedmann		
Title			Idstein, 65510
Phone		Ext.	Germany
Mobile Phone		Country	
Salutation	Wolfgang	E-mail	w.wiedmann@email.de
		Web Site	www.wiedmann-travelservice.de

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Date Range: 2/1/2012 - 2/29/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2012	2:12 PM	Met Wolfgang Wiedmann at Go West 2012 (tour operator request) - this small German tour operator specializes in travel to the US/Canada (and other markets) for FITs and small groups. Their clients are interested in National Parks, largely in the SW, but they have a Canadian Rockies tour that includes Waterton NP. Please email our suggested itineraries and put on our list for tour operator updates.	Jan Watkins