



Contact Report

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

Contact

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

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	3:12 PM	Met with Ms. Adachi at IPW13 in Las Vegas. Travel Gallery Co is a tour operator providing travel to the USA from Japan. Last year they opened an office in Las Vegas to help promote visitation to the US. Pam spoke to her about Mako at the MTOT trade office in Kumoto, and she was not aware of her. She is looking for ideas for a Nature Tour for seniors for about 8 days on a motorcoach tour as well as Japanese restaurants. Will email information and will get information from Marlee on a Japanese interpreter in MT that could be a step-on-guide. No specific information from GC partners is needed at this time.	Debbie Picard



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Contact

Company	Across - Luxury Travel & Safaris	Address	Campo Grande, 220-B
Contact	Miguel Barradas		1700-094
Title	Director Commercial		Lisboa,
Phone		Country	Portugal
Mobile Phone		E-mail	mbarradas@across.pt
Salutation	Miguel	Web Site	www.across.pt

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/12/2013	3:19 PM	Met with Miguel at IPW13 in Las Vegas. They consider themselves a major tour operator in Portugal and Brasil specializing in high end clients and taylor made trips. They began as a safari and DMC to east and south Africa and have expanded to become specialists around the world. They are adding luxury train trips to their portfolio. They are working on a program called "Wild West" They will visit Little Bighorn Battlefield then east on Hwy 212 to the Black Hills. Spent most of the apt. talking to Nick about details in SE Montana. I will follow up with general information about Glacier Country via email.	Debbie Picard



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Contact

Company	Peak Adventure Travel	Address	77 West 3rd St.
Contact	Matt Berna		
Title	General Manager	Country	Santa Rosa, CA 95401
Phone	(707) 525-6769	Ext.	
Mobile Phone		E-mail	matt.berna@peakadventuretravel.com
Salutation	Matt	Web Site	www.peakadventuretravel.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	3:57 PM	Met with Matt at IPW13 in Las Vegas. They work with Trek America and Intrepid tour companies as well. They offer adventure holidays in over 100 countries, with thousands of itineraries. In North America they have carried 15,000 clients throughout. They specialize in student, youth and adult active travel. They are looking for unique properties with character and charm (requested information on guest ranches) and adventurous activities. They are in need of winter product. Told them about our numerous ski resorts as well as snowmobile trails/tours, xc skiing and snowshoeing. They would like to utilize public transportation and told them that is difficult in Montana. Amtrak for mass travel. Any GC partner with winter or ranch stay options can contact Matt at matt.berna@peakadventuretravel.com	Debbie Picard



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Contact

Company	Exclusive France Holidays	Address	94, rue Lafayette
Contact	Erez Bouso		
Title	CEO		Paris, 75010
Phone		Country	France
Mobile Phone		E-mail	erezb@efranceholidays.com
Salutation	Erez	Web Site	www.partirauxamericques.com

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	9:17 AM	Met Erez at IPW13 in Las Vegas. Exclusive France Holidays rolled out their new website in 2012 offering different types of products to FIT clients. Hotels, excursions, activities. They were looking for suggested itineraries to put up so that clients can build their own. They are looking to work with hotels in Montana. Clients usually book with accompanying states but will stay 7 days in Montana. Interested hotels should contact Erez at erezb@efranceholidays.com	Debbie Picard



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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	Country	Germany
Mobile Phone		E-mail	dirk@argusreisen.de
Salutation	Dirk	Web Site	

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	4:18 PM	Met with Claudia Nagel at IPW13 in Las Vegas. They are a German tour operator specializing in riding vacations, resorts, lodges and other unique accommodations and outdoor activities. (flyfishing, mountain biking and whitewater rafting) and winter activities (skiing, snow shoeing, dog sledding and snowmobiling) They work with recpetives inculding RMHTours, America 4 You, AlliedTPro, ATI, American Ring, Bonetel and Hotelbeds. They are always looking for more guest ranches to work with. Has found it difficult in the past to work with some GC ranches due to the commission they request. They currently utilize 8 guest ranches in Montana. I gave her our list of guest ranches in western Montana. All GC partners with guest ranches from working to luxury that would like to work with Argus Reisen can contact Claudia at claudia@argusreisen.de	Debbie Picard



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Contact

Company	GTA	Address	2460 Paseo Verde Parkway
Contact	Salvatore Carusone		
Title	Market Manager		Henderson, NV 89074
Phone	(702) 531-6231	Ext.	
Mobile Phone		Country	
Salutation	Salvatore	E-mail	salvatore.carusone@gta-travel.com
		Web Site	www.gta-travel.com

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/12/2013	3:09 PM	Met with Salvatore at IPW13 in Las Vegas. He was at IPW to promote their new hotel product with inventory promotion and online links to hotel properties. We told him we had met with his counterpart Hylton from GTA, just a few appointments ago and had the information to distribute to out hotel partners. He was really looking for suites in the Yellowstone and West Yellowstone areas. Refer to Lead with Hylton from GTA for more information and contact information.	Debbie Picard



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Contact

Company	SouthEast Travel Agency Ltd	Address	60 Sec.2 Chung Shan N. Rd
Contact	Alyssa Chou		8F
Title			Taipei,
Phone		Country	Taiwan, Republic of China
Mobile Phone		E-mail	alyssa@settour.com.tw
Salutation	Alyssa	Web Site	www.settour.com.tw

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	3:25 PM	Met with Alyssa at IPW13 in Las Vegas. They are the largest travel agency in Taiwan. She knows Mei Mei who was Montana's rep in Taiwan for years. They usually have 13-30 people traveling the US by motorcoach. She has not been to MT. She had questions about a Yellowstone tour and Pam explained the area. She also wanted information on Sun Tours and I will send her their information. Any GC partners who would like to send her information can send it to alyssa@settour.com.tw.	Debbie Picard



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Contact

Company	AmeriGo	Address	12 rue de Villevert 60300
Contact	Nathalie Delame		
Title	Product Manager		Senlis,
Phone	(034) 453-0458	Ext.	
Mobile Phone		Country	
Salutation	Nathalie	E-mail	nathalie@amerigo.travel
		Web Site	www.amerigo.travel

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/11/2013	2:03 PM	Kim at RMI pulled me out for this meeting with Nathalie at IPW13 in Las Vegas. We did a brief overview of Glacier Country and she was very interested in GNP. She was looking for unique lodging options we spoke about guest ranches, glamping, tipi village and the new Holiday Inn in Browing that might still have rooms for 2013 or 2014. She would like me to send her a link to all and GPI too. GC partners in the Whitefish and East Glacier areas are free to contact her at nathalie@amerigo.travel	Debbie Picard



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Contact

Company	Penta Reizen	Address	Nieuwstraat 31
Contact	Pieter Demuyck		
Title	President		Izegem, West VL,
Phone		Ext.	Belgium
Mobile Phone		Country	
Salutation	Pieter	E-mail	info@pentareizen.be
		Web Site	www.reis-naar-usa.be

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	9:57 AM	Met Pietr at IPW13 in Las Vegas. They are a travel agency specializing in tailor made travelers that might have special requests. They are currently working on a motorcycle trip that includes Ennis/Salmon ID/Virgina City (that included one night in Billings then south to Cody). He was looking for maps of this area. I described our great area for a motorcycle itinerary and will forward out suggested loop. No immediate needs from our partners at this time.	Debbie Picard



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Contact

Company	Shihua Holiday	Address	1F, Tourist Center Pudong
Contact	Zhang DingFang		West Gaoke Road, No 528
Title			Shanghai,
Phone		Ext.	
Mobile Phone		Country	
Salutation	Zhang	E-mail	dfz9393@hotmail.com
		Web Site	www.china9393.com

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/12/2013	3:49 PM	Pam met with Victor at IPW13 in Las Vegas. They are the oldest travel agency in China. They are in the process of building a new website and will begin promoting the US market. Their clients want experience based travel and are all FIT requests. He has been to YNP, and it is better known in China than Glacier. He was interested in the Dino trail and digging for fossils. He works a bit with convention groups too. Pam will send him dino trail brochure. I will follow up with more general information on Glacier Country.	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.	
Country			
Mobile Phone		E-mail	midoyle@expedia.com
Salutation	Mike	Web Site	www.expedia.com

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	11:59 AM	Met with Mike Doyle at IPW13 in Las Vegas. He is working on a road trip through Montana the end of July and wanted to know which groups he could contact to explain the merits of working with Expedia to smaller destinations. He is thinking CVB's, or the MHLA? I will send his information to our CVB's and let them decide if they have an opportunity for him. Smaller hotels/B&B's/Inns/Ranches can contact Mike at midoyle@expedia.com.	Debbie Picard



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Contact

Company	Faszination Fernweh GmbH	Address	Wintergartenstr. 14
Contact	Manuela Duebler		
Title	CEO		
Phone		Country	D-69469 Weinheim, Germany
Mobile Phone		E-mail	info@faszinationski.de
Salutation	Manuela	Web Site	www.faszination-ferweh.de

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	10:07 AM	Met with Manuela at IPW13 in Las Vegas. Faszination has specialized in golf and ski tours to the USA and Canada. Carsten Duebler came on the Sept. 2011 RMI mega-fam, and loved playing the Whitefish Lake GC. They work with America 4 You, as a receptive. 2-3 week fly/drive holidays are typical for their clients. They put out 2 new brochures every year as well as 2 websites. They are wanting to venture into ranch stays as their next venture focusing on longer stays. GC ranch partners are welcome to send information to Manuela at info@faszination-ferweh.de	Debbie Picard



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Contact

Company	Steppes Travel	Address	51 Castle St
Contact	Roxy Dukes		Cirencester
Title	Travel Consultant		Gloucestershire,
Phone		Country	United Kingdom
Mobile Phone		E-mail	roxy@steppestravel.co.uk
Salutation	Roxy	Web Site	www.steppestravel.co.uk

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	10:41 AM	Met with Roxy at IPW13 in Las Vegas. Steppes Travel delivers highly personalized holidays to their extensive list of clients. Their current North America program includes the northeast, southwest and California. She was just in to visit Montana on a familiarization trip with stays in Bozeman (worked with Off the Beaten Path), Paws Up and Ranch at Rock Creek. She is working on a self-drive option with a focus on National Parks. She asked about our ability to give marketing dollars and Marlee will put her in touch with Lisa Cooper at KBC in UK. No particular follow up needed from GC partners at this time.	Debbie Picard



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Contact

Company	Black Tomato	Address	40-42 Scrutton St
Contact	Elizabeth Ellis		
Title	Sales Manager		London,
Phone		Ext.	United Kingdom
Mobile Phone		Country	
Salutation	Elizabeth	E-mail	
		Web Site	www.blacktomato.com

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	9:31 AM	Met with Elizabeth at IPW13 in Las Vegas. Black Tomato is a travel company that work with high end clients. They organize package tours and each trip is tailored to the individuals. They are always looking for new and cutting edge experiences that they can bring to their lifestyle conscious consumers. They and their clients are not familiar with Montana, but find their clients that have been to California and New York are asking for new destinations in the US. We recommended that she contact Lisa Cooper at KBC (our RMI rep in UK) and see about participating in the Roundup that will be in MT in 2014. They currently work with Bonnetel and AlliedTPro as receptive operators. She was just on an informational quest and no specific follow up is requested at this time.	Debbie Picard



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Contact

Company	Cruise & Travel Lifestyles	Address	22 Salina Street
Contact	Liz Fleming		
Title	Editor-in-Chief	Country	St. Catherines, ON, Canada
Phone	(905) 685-9451	Ext.	
Mobile Phone		E-mail	lfleming@cruiseandtravellifestyles.com
Salutation	Liz	Web Site	www.cruiseandtravellifestyles.com

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/5/2013	3:24 PM	Met with Liz at IPW13 in Las Vegas. She writes for several publications including the Toronto Sun newspaper the Toronto Star and TheLoopTravel.ca. She is interested in finding out about high-end guest ranches. I told her about the ones in Glacier Country. She wanted to know how Montana runs press trips, group or individual? I gave her the media sheet that Tia left and told her I would forward her information to Tia for follow up.	Debbie Picard



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Contact

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

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	4:28 PM	Met with Hylton at IPW13 in Las Vegas. They have rolled out a new system where hotel self manage their inventory on their site. They will have to know their rates through 2015 and will have to give an allotment but can change as they sell out. They can have blackout dates and do need competitive rates to utilize system. Any GC partner who is interested can contact Salvatore at salvatore.carusone@gta-travel.com	Debbie Picard



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Contact

Company	AAR-Reisen	Address	Vidumstraße 2
Contact	Mr. Thorsten Freimuth		
Title	Owner		D-49492 Westerkappeln,
Phone	011-49 5404 960 810	Ext.	Germany
Mobile Phone		Country	
Salutation	Thorsten	E-mail	tf@aar-reisen.de
		Web Site	www.aar-reisen.de

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	2:09 PM	Met with Thorsten at IPW13 in Las Vegas. They specialize in mini escorted tours 2-6 clients at a time and he drives them. Right now he has a tour that flies into Denver through Rapid City SD and out Chicago for 21 days. He spoke in depth with Nick about SE Montana. He was on the Mega FAM that visited Butte/Bozeman/Helena. He was mainly looking for "what's new in Montana" Gave him GC and States sheets on "What's New."He is hoping to make it to RMI Roundup next year to see more of Montana. I followed up with itinerary suggestions and contact information at this time.	Debbie Picard



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Contact

Company	Kuoni	Address	5 Penn Plaza, 5th floor
Contact	Giorgio Ghezzi		
Title	Groups Inbound		New York, NY 10001
Phone	(212) 843-9759	Ext.	
Mobile Phone		Country	
Salutation	Giorgio	E-mail	giorgio.ghezzi@gta-travel.com
		Web Site	www.kuonigrouptravel.com

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/11/2013	1:56 PM	Met with Giorgio at IPW13 in Las Vegas. He is part of the GTA family. His focus for GTA is group business from Japan to US and Australia. Group business has doubled in the last 2 years. He is was not familiar at all with our National Parks and needed an education on what Montana has for him. His groups are 10-50 with the average being 25. He asked about flight excursions in the parks and we talked about helicopter tours. He asked Marlee/Pam about sending his agents on a FAM tour and she will get back to him. This was mainly an education session on Montana product. No specific follow up 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		Miami, FL 33145
Phone	(305) 461-0166	Ext.	
Mobile Phone		Country	
Salutation	Dinga	E-mail	dhaines@canaldestinostv.com
		Web Site	

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/12/2013	3:30 PM	Had an appointment with Dinga at IPW13 in Las Vegas. They are a satellite travel channel reaching 40 million viewers in Latin America. They offer 1 hour programs with practical information about each destination. EXPLORE USA is the new series focused on US destinations. When she arrived at our appointment, she realized that she had met with Tia during the Media day. She asked a few more questions about Montana and Marlee gave her Donnie's contact information for further contact.	Debbie Picard



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Contact

Company	Beijing Hongkey International Travel Services Co.	Address	Room 1725 Hanwei Plaza bldg B, No 7
Contact	Sandra Hao		Guanghua Road, Chaoyang DIS
Title	General Manager		Beijing,
Phone		Ext.	China
Mobile Phone		Country	China
Salutation	Sandra	E-mail	sandrahao@fourworld.com
		Web Site	www.ftourusa.com

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	10:23 AM	Met with Sandra at IPW13 in Las Vegas. Footmark travel is a professional travel consultant company in Beijing providing personalized service to their customers for international business and leisure travel as well as corporate meetings and events. She is not familiar with Montana, but has hear great things. Took the new guide book in Chinese and was grateful to have it. Follow up with our suggested itineraries so she can become more familiar with Montana and our product offerings. No specific partner follow up at this time.	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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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/5/2013	2:30 PM	Meet with Richard at IPW13 in Las Vegas. They are the market leader in escorted motorcoach tours sold directly to the consumer. They also utilize the national and regional media in the UK. They have Montana itineraries running for 4 months this summer and are set with lodging, attractions and will let me know if he needs anything further from Glacier Country. Richard wanted to talk marketing budgets with Marlee to help promote Montana in the UK. No immediate follow up is needed at this time.	Debbie Picard



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Contact

Company	Destination America	Address	Carnethy
Contact	Kym Harris		Springhill Road
Title	Sales Manager		Peebles,
Phone		Country	United Kingdom
Mobile Phone		E-mail	kymharris@destinationamerica.co.uk
Salutation	Kym	Web Site	www.destinationamerica.co.uk

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	3:09 PM	Met with Kym at IPW13 in Las Vegas. They are a vacation rental accommodations specialist with an online booking website managed in-house or online by suppliers. They are looking for extended stay properties including homes, condos, townhouses, apartments and resorts. She is requesting that any Glacier Country properties interested in managing their rentals can contact her and she will walk them through the process of getting their properties on-line in the UK at kymharris@destinationamerica.co.uk	Debbie Picard



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Contact

Company	US Commercial Services	Address	Henrik ibsens gate48, N-0244
Contact	Britt Hestenes		
Title	Commercial Specialist	Country	Oslo, Norway
Phone	(472) 130-8512 Ext.	E-mail	Britt.Hestenes@trade.gov
Mobile Phone		Web Site	www.buyUSA.gov/Norway
Salutation	Britt		

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7/11/2013	2:19 PM	Met with Britt at IPW13 in Las Vegas. She works for the Embassy of the United States of America in Norway was mainly looking for an education on Montana. She is championing smaller markets in the US during her presentations and thinks Montana is a great fit for Norwegians. No follow up needed at this time.	Debbie Picard



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Contact

Company	USA Rejser	Address	Frederiksberggade 10
Contact	Nicolai Hjorth		
Title	Sales Manager		1459 Kobenhavn K,
Phone		Ext.	Denmark
Mobile Phone		Country	
Salutation	Nicolai	E-mail	nocolai@usarejser.dk
		Web Site	www.usarejser.dk

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	9:46 AM	Met with Nicolai at IPW13 in Las Vegas. Their main focus is North America and the Caribbean, targeting families and couples from the ages of 35+. They offer fly-drive, motorhome, vacation home, hotel and ranch vacations. Their clients have vacationed in Florida and California and along the east coast but are looking for other regions to visit. Nicolai has traveled the US and has been to both Yellowstone and GNP. He was very interested in unique lodging and wants more information on glamping and the tipi village. GC partners that offer unique lodging should contact Nicolai at nicola@usarejser.dk	Debbie Picard



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Contact

Company	Perfect Travel Agency Ltd.	Address	3F, 129 Chang Chun Road
Contact	Mr. HsienChi Ho		
Title	Vice President		Taipei,
Phone		Ext.	Taiwan, Republic of China
Mobile Phone		Country	
Salutation	HsienChi	E-mail	
		Web Site	www.perfect.com.tw

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Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	12:23 PM	Pam met with Mr. Ho at IPW13 in Las Vegas. Perfect Travel Agency provides packaged group tour and FIT packages for the Taiwan market. They have 12 offices and 200 staff in Taiwan. Pam took notes and will send what needs they have. She will work with Mei Mei our past rep in Taiwan who is very versed on Montana products. Gave him the new Montana guide book in Chinese.	Debbie Picard



Contact Report

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

Contact

Company	Travelbag	Address	205 Kensington High Street
Contact	Paul Hopkinson		
Title	Marketing Manager		London, W8 6BA
Phone		Ext.	United Kingdom
Mobile Phone			E-mail
Salutation	Paul		paul.hopkinson@travelbag.co.uk
			Web Site
			www.travelbag.co.uk

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	12:47 PM	Met with Paul Hopkinson at IPW13 in Las Vegas. Travelbag is a leader in worldwide travel from the UK to Asia, Australia, North America, Middle East, Latin America, Caribbean and Mediterranean. They sell direct to the consumer through call centers and travel experts. Their client is 45 years old+, affluent, FIT and motorhome self drivers. They are interested in cultural toursim. They currently have interest of 30,000 people to the US and need more product than California to sell. He does know Lisa Cooper and is isinterested in coming to RMI Roundup in 2014. He is interested in learning more about certain lodging in the area including guest ranches, boutique hotels and glamping. GC partners that offer these lodging options should contact Paul at paul.hopkinson@travelbag.co.uk.	Debbie Picard



Contact Report

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

Contact

Company	My Itchy Travel Feet	Address	610 N. First St
Contact	Donna Hull		
Title	Writer		Hamilton, MT
Phone	(520) 241-0900	Ext.	
Country			
Mobile Phone		E-mail	donna@myitchytravelfeet.com
Salutation	Donna	Web Site	www.myitchytravelfeet.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	1:58 PM	Met with Donna at IPW13 in Las Vegas. She is a recent transplant to Stevensville MT. We met on the bus ride to IPW from the airport and then again as an appointment. She has a website and newsletter for active boomers that love travel specializing in luxury, soft adventure, small group travel and small ship cruises. She is a blogger and is very active on social media channels. 10,000 unique visitors per month with 19,000 page views per month. She recently move to Montana from Arizona and would like to be more involved in Montana tourism and share here love of the area. Tia met with her during the press day, but she wanted to meet with the MTOT staff as well. Feel free to contact Donna for a visit to your venue to be included in her blog posts. donna@myitchytravelfeet.com	Debbie Picard



Contact Report

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

Contact

Company	All Ways On Wheels	Address	Le Jas du Macon
Contact	Mr. Philippe Humbert		
Title	General Manager		84410 Crillon-Le-Brave,
Phone	011-334 9012 8680	Country	France
Mobile Phone		E-mail	phumbert@phlconseil.com
Salutation	Philippe	Web Site	www.allwaysonwheels.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	11:39 AM	Met Philippe at IPW13 in Las Vegas. All Ways on Wheels is one of the leading companies in France producing motorcycle tours in the US. Their program utilizes different tours in the Northwest states, from 12 to 18 days. Quality of services, good tour guides and original tours are their target. They are the GWEF (GoldWing European Federation) partner and Official Honda travel agent and work also with BMW Moto Club France and some Harley-Davidson Chapters. They participate every year in different motorbike shows in France, Belgium and Switzerland. They currently have an itinerary coming through the Billings area. I will email him our suggested motorcycle itinerary that he can incorporate into a 18-20 day regional tour. No specific follow up at this time needed from our GC partners.	Debbie Picard



Contact Report

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

Contact

Company	Worldwide Travel	Address	7F-1, No 101 Sung Chiang Rd
Contact	William Hung		
Title	General Manager		Taipei,
Phone		Ext.	Taiwan, Province of China
Mobile Phone		Country	williamhuang@worldwide.com.tw
Salutation	William	E-mail	www.worldwide.com.tw
		Web Site	

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	4:52 PM	Met William at IPW13 in Las Vegas. Worldwide Travel is a foreign and domestic group travel itinerary planning service along with corporate incentive travel, conference travel and other group travel. They do have product on the west coast and are wanting to offer more National Parks. We talked about the National Bison Range, Beartooth, wildlife, routes between parks, Red Buses/Sun Tours and the GTSR. This was mainly an information gathering session for them. He does know Mei Mei and Pam said she could help with more of what Montana has for Taiwan. No immediate information 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	Kimchi39's	Address	706-6 Kanung 3-dong
Contact	Sanggu Jung		
Title			Gyounggido,
Phone		Ext.	Korea
Mobile Phone	(821) 037-369864	Country	
Salutation	Sanggu	E-mail	kimchi39@gmail.com
		Web Site	www.kimchi39.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/12/2013	4:12 PM	Pam met with Mr. Sanggu at IPW13 in Las Vegas. They are a travel blog and community that focuses on US car travel. The blog and community helps Korean travelers to better understand the US. Mostly FIT covering all US, but mostly CA, UT, NV, AZ, CO, NM are the most common. They do have a trip planned and according to Pam's notes, Tia is making the tour arrangements. I will forward to Tia for further follow up.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
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Contact

Company	China Overseas Travel Service Co.	Address	150 Post Street, Suite 360
Contact	Robert Kang		
Title	General Manager		San Francisco, CA 94108
Phone		Ext.	
Mobile Phone		Country	
Salutation	Robert	E-mail	robert@shtravel.com
		Web Site	www.shtoursinc.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/11/2013	1:27 PM	Met with Robert at IPW13 in Las Vegas. The company is located in Taipei Taiwan and has been in business for 3 years. Their main focus has been organized tours to China and some to North America and Asia. He is looking for product for more tours to the US. He wasn't able to make his appointment but stopped by the booth to get a jump drive and chinese guide book. At this point he has a tour coming into SLC and going up to Yellowstone. Nothing in Glacier Country at this time.	Debbie Picard



Contact Report

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

Contact

Company	Overseas Travel Agency Company	Address	5th Floor Hommachi-Kato Building
Contact	Mr. Masao Konda		4-16 4 Chome, Hommachi, Chuo-Ku
Title	Executive Director		Osaka, 541-0053,
Phone	(6) 6265 2121	Country	Japan
Mobile Phone		E-mail	konda-masao@vacation-ota.jp
Salutation	Masao	Web Site	

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	3:44 PM	Met with Masao Konda at IPW13 in Las Vegas. They are a wholesaler selling product through partnerships with retail travel agencies in Western Japan. Specialities include hiking tours and Montana seems perfect for that. Most of their clients are nature seekers. She was very interested in the Bitterroot Valley and all the hiking that could be done there. She was curious about the accommodations in the Valley. I've sent her information on the Bitterroot Valley and any Glacier Country partner with hiking information can email Masao at konda-masao@vacation-ota.jp.	Debbie Picard



Contact Report

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

Contact

Company	Uppdragsmedia	Address	Banergatan 55
Contact	Jonas Larsson		
Title			Stockholm, Sverige,
Phone	01146707601720	Ext.	Sweden
Mobile Phone		Country	
Salutation	Jonas	E-mail	jonaslarsson70@small.com
		Web Site	www.uppdragsmedia.se

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	1:07 PM	Met with Jonas at IPW13 in Las Vegas. He works as a Freelancer with different magazines but mostly travel, food, wine and outdoor, along with Swedish and Norwegian newspapers travel editions 5 or 6 times a year. He is interested in the Buffalo RU for 2014 and doing something in Montana. I gave him Tia/Donnie press sheet and told him that I would have Tia follow up with him for 2014.	Debbie Picard



Contact Report

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

Contact

Company	City Discovery	Address	3290 Levis Commons Blvd
Contact	Audrey Lelay		
Title	Product Manager		Perrysburg, OH 43551
Phone	(567) 202-1043	Ext.	
Mobile Phone		Country	
Salutation	Audrey	E-mail	audrey@city-discovery.com
		Web Site	

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	1:46 PM	Met with Audrey at IPW13 in Las Vegas. City Discovery is a leading provider of sightseeing tours, travel experiences and ground transportation worldwide. They have 3 offices in Ohio, Paris and Phillipians. They cater to FIT only. They offer over 6,000 carefully selected travel activities in 300 destinations. They offer traveler reviews, wish lists, suggested itineraries and gift certificates. They sell directly to consumers through City-Discovery.com and a network of over 13,000 travel agents and Delta. They work on a voucher redemption program and ask for a 20% discount on retail for the activities. All the details or on their website. They would really like to work with Montana more so any Glacier Country partner that has an attraction or activity for the traveler whether it's fly fishing, hot air ballooning, river rafting etc. can check out the program at www.city-discovery.com or email Audrey at audrey@city-discovery.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Odigeo	Address	14, rue de Clery
Contact	Maud Lucchitta		
Title	Account Manager		Paris, 75002
Phone		Ext.	Country France
Mobile Phone			E-mail maud.lucchitta@odigeo.com
Salutation	Maud		Web Site www.odigeo.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	4:09 PM	Met with Maud and James O'Leary at IPW13 in Las Vegas. Odigeo is on the the world's leading online travel groups and the largest in Europe. They use cutting edge technology to offer the best travel deals to over 15 million customers in 38 countries every year. USA is the number one long haul market with over 1 million travelers. They gave Marlee a jump drive with a presentation on it and will be sending hr a proposal. Any Glacier Country partner can go to their website to learn more information on what they have to offer www.odigeo.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
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Contact

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

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	3:38 PM	Met with Sylvia at IPW13 in Las Vegas. They are a tour operator based in Germany. They only work with FIT customized tours. 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. They do not require blocks of rooms since they book way in advance for specific dates. They are not in Montana yet and usually book from 2 nights to 3 week stays. 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



Contact Report

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

Contact

Company	The Wilderness Society	Address	Corso Italia, 43
Contact	Alessandra Mariani		
Title	Owner		Legnano, MI,
Phone		Ext.	Italy
Mobile Phone		Country	
Salutation	Alessandra	E-mail	alessandra@travelrevolution.com
		Web Site	

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/5/2013	2:21 PM	Met Alessandra at IPW13 in Las Vegas. The Wilderness Society is a boutique tour operator based in Milan. They specialize in journeys of distinction. They focus on tailor-made trips, with a focus on nature and wilderness experiences. They are mainly in Southern Africa and Canada and are looking to expand their products. She thinks Glacier is a natural fit and is familiar with the area. Some of their more popular trips include safari, horseback riding, birding and stargazing. She would like more information on the National Bison Range, Lee Metcalf Wildlife Refuge and snowy owls out of Polson. They work with America 4U as their receptive operator. GC partners that specialize in a Wilderness/Nature experience can contact Alessandra at alessandra@travelrevolution.com	Debbie Picard



Contact Report

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

Contact

Company	Consortium of the Polish Travel Agencies		Address	Piotrkowska 92
Contact	Mr. Artur Matiaszczyk			
Title	President			Lodz, 90-103,
Phone	48 (42) 698047	Ext.	Country	Poland
Mobile Phone			E-mail	arturm@konsorcjum.com.pl
Salutation	Artur		Web Site	www.konsorcjum.pl

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	10:30 AM	Pam (MTOT) met with Barbara and she will send me the notes. Said that there wasn't much for Glacier Country at this time and that they only have tours to Yellowstone, but gave her my card and information sheet for future needs. They are looking to expand their itinerary into more of Montana.	Debbie Picard



Contact Report

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

Contact

Company	Travel Planners Radio & Media	Address	PO Box 1976
Contact	Kevin and Sue McCarthy		
Title	Travel Radio Hosts		St. Charles, MO 63302
Phone	(314) 277-0330 Ext.	Country	
Mobile Phone		E-mail	kevinandsuetravel@yahoo.com
Salutation	Kevin	Web Site	www.kevinandsuetravel.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	12:33 PM	Met with Kevin and Sue at IPW13 in Las Vegas. They are in their 13th year of co-hosting their radio show, Travel Planners Radio. It's a conversational and humorous interview style show with fact filled information. They interview all travel topics, destinations, hotels, restaurants along with travel news and travel tips. They also contribute to a monthly newspaper column, and are broadcast on 26 stations in the US and Amsterdam. They are interested in visiting Montana and doing a live radio remote broadcast. They can come on a individual or group press trip. I gave them Tia/Donnie press information since they did not met with Tia on press day. I will forward this information onto Tia for her follow up plans.	Debbie Picard



Contact Report

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

Contact

Company	Jan Doets America Tours	Address	Gerrit Rietveldweg1
Contact	Priscilla Melse		1703 DD
Title	Product Manager		Heerhugowaard,
Phone		Country	Netherlands
Mobile Phone		E-mail	p.melse@jandoets.nl
Salutation	Priscilla	Web Site	www.jandoets.nl

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/2/2013	5:05 PM	Met with Priscilla at IPW13 in Las Vegas. Jan Doets America Tours is a tour operator/direct sell specialist, only selling the USA and Canada. They contract directly with accommodations/attractions. Most fly into Denver or Seattle and rent a car/RV and they help them with itinerary. They do a lifestyle magazine and there was a 3 page spread on the Rockies. I emailed her information that she requested about Red Bus tours and a link to GPI. Any GC accommodation partners can contact Priscilla at p.melse@jandoets.nl with their information.	Debbie Picard



Contact Report

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

Contact

Company	GET Educational Tours	Address	Unit 30, 20 Commercial Rd
Contact	Anne-Marie Mitchell		
Title	Director		Melbourne,
Phone		Ext.	Australia
Mobile Phone		Country	amm@getours.com.au
Salutation	Anne-Marie	E-mail	www.getours.com.au
		Web Site	

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/5/2013	2:54 PM	Met with Anne-Marie at IPW13 in Las Vegas. They specialize in student educational tour groups out of Australia. GET works with a wide variety of suppliers directly including hotels, transportation and attractions. In the US they are currently conducting tours to New York City and Washington DC. The average age of their students is 15-17 years old. They are looking to expand their products and think that the National Parks are the next step for a great educational travel experience. She was on a fact finding mission and wanted to know about options for Yellowstone mainly. I answered a few questions about Glacier, but her main focus was on Yellowstone. I will send information, but no need for GC partners to contact her at this time.	Debbie Picard



Contact Report

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

Contact

Company	Diamond-Big Co., Ltd	Address		
Contact	Takeshi Oku			
Title	Director			
Phone		Ext.	Country	
Mobile Phone			E-mail	okutak@arukikata.co.jp
Salutation	Takeshi		Web Site	www.arukikata.co.jp

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/12/2013	4:42 PM	Pam met with Mr. Takeshi Oku at IPW13 in Las Vegas. They produce the Globe-Trotter Travel Guidebooks and are known as the bible of Japanese Travelers. The series offers over 250 titles spanning the entire globe from popular destinations to hidden unknown places. He took the Japanese guidebook that MTOT produced and thumb drive for help with the leisure traveler. He wanted to know more about the agriculture tourism, energy, oil, timber, mining. Pam was going to get him those names and contacts. He needs a receptive operator and she recommended RMHT. No follow up needed at this time from GC.	Debbie Picard



Contact Report

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

Contact

Company	Writer/Freelance	Address	
Contact	April Orcutt		
Title			
Phone	(415) 454-2624	Ext.	Country
Mobile Phone			E-mail
Salutation	April		Web Site
			april@aprilorcutt.com
			www.aprilorcutt.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	4:19 PM	Met with April at IPW13 in Las Vegas. She writes for National Geographic Traveler, TravelandLeisure.com, the Los Angeles Times and San Francisco Chronicle among others. Her emphasis is on nature, environmental awareness, road trips, independent travel, local cultures, women's travel, voluntourism and humor. She is looking for stories in intriguing places with interesting characters. Her father lives in Bozeman so she is very familiar with Montana. I gave her Tia's media sheet and will forward to Tia for followup.	Debbie Picard



Contact Report

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

Contact

Company	Adventure Destinations	Address	89a Orange St
Contact	Karryn Papenfus		
Title	Managing Director		Bentleigh East, VIC,
Phone		Ext.	Australia
Mobile Phone		Country	
Salutation	Karryn	E-mail	karryn@adventuredestinations.com.au
		Web Site	www.adventuredestinations.com.au

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	2:33 PM	Met with Karryn at IPW13 in Las Vegas. They are a wholesaler specializing in affordable and flexible holidays for independant and group travelers. Their clients enjoy wildlife viewing and they coordinate both car and motorhome rentals. She is looking for preset tours that her clients can fly into town and jump on a bus to see the region. We explained that there are the Sun Tours and Red Bus Tours, but that she would have to work with a receptive of some sort for a preset tours. She wanted the information on the Red Busses, Sending her the link to GPI.	Debbie Picard



Contact Report

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

Contact

Company	Responsibletravel.com	Address	Pavillion House 6 The Old Steine
Contact	Ms. Trudi Pearce		
Title	Head of Destination Partnerships		Brighton, East Sussex BN11EJ BN11EJ,
Phone		Country	United Kingdom
Mobile Phone		E-mail	trudi@responsibletravel.com
Salutation	Trudi	Web Site	www.responsibletravel.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/5/2013	2:38 PM	Met with Trudi at IPW13 in Las Vegas. Responsible Travel is a portal for green and responsible travel. They can offer help to the locally run accommodations, day trips and attractions that are mindful of the environment and their local community. There is no cost for hotels or attractions to sign up, and no commission is paid by the properties, just a commission paid by tour operators that utilize the accommodations/attractions that they have screened to be in their program. 350,000 monthly visits to their website. All Glacier Country partners that would like more information can visit their website at www.responsibletravel.com or contact Trudi at trudi@responsibletravel.com	Debbie Picard



Contact Report

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

Contact

Company	TGK Turismo Ltda	Address	Av. Paulista, 1002 -Cj102
Contact	Mr. Andre Pereira		
Title	Director Commercial		Sao Paulo SP 01311-919,
Phone		Ext.	Brazil
Mobile Phone		Country	
Salutation	Andre	E-mail	andre@tgk.tur.br
		Web Site	www.tgk.tur.br

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	1:03 PM	Met with Mayumi Taquista at IPW13 in Las Vegas. They are selling nature destinations and want to include Montana in more itineraries. They specialize in tailor made trips, fly-drive, rail and cruise. They are currently selling Banff/Jasper and think they could extend that tour itinerary. Suggested RMH tours as a receptive for the area. Will send our suggested itineraries to tag onto the Canadian tour already selling. Our partners that specialize in nature outings can send information to Mayumi at mayumi@tgk.tur.br	Debbie Picard



Contact Report

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

Contact

Company	Authentik USA	Address	352, Emery St. 3rd Floor
Contact	Isabelle Plourde		
Title	Purchasing Agent		Montreal, QC,
Phone		Ext.	Canada
Mobile Phone		Country	
Salutation	Isabelle	E-mail	
		Web Site	www.authentikusa.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	1:35 PM	Met with both Mike and Isabelle at IPW13 in Las Vegas. They specialize in the creation and implementation of "u-drive" travel packages for Europeans, but 90% are from France. They are at IPW looking for various lodging options. They are very interested in selling Yellowstone, but wanted the MTOT office staff to help them get room nights in West Yellowstone in the summer months. Marlee explained that the communities around both National Parks are very busy in the summer months and that advanced contact and negotiations are their best bet. They work direct with suppliers and clients (no receptives) All GC partners wanting to contract rooms directly can contact Isabelle at (514) 769-0101.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
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Contact

Company	Vatea	Address	50 rue Marcel Dassault
Contact	Benedicte Rivain		
Title	Manager		Boulogne, France
Phone		Ext.	
Mobile Phone		Country	France
Salutation	Benedicte	E-mail	b.rivain@vatea.fr
		Web Site	www.vatea.fr

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	11:11 AM	Met with Benedicte at IPW13 in Las Vegas. Vatea is a corporate and business incentive travel agency as well as planning international convention and meetings. Their groups are usually between 15-50 people but can be up to 250. They are looking for lodging/meeting venues that have great amenities nearby like horseback riding, golf, water or outdoor sports. Benedicte did not speak fluent English so communication was difficult. She did appreciate the French guide book. She was not familiar with our RMI French rep, so Marlee was going to make the introduction. GC partners that can accommodate higher end meetings with great amenities close by should send Benedicte and email at b.rivain@vatea.fr	Debbie Picard



Contact Report

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

Contact

Company	Der Touristik	Address	Emil-von-Behring-Strasse 6
Contact	Gunter Rucker		
Title	Vice President Intercontinental Travel		Frankfurt 60424,
Phone	Ext.	Country	Germany
Mobile Phone		E-mail	guenter.ruecker@dertour.de
Salutation	Gunter	Web Site	www.dertour.de

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	3:36 PM	Met with Gunter at IPW13 in Las Vegas. He said they work with New World Travel that 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. Kathleen just recently was on a personal trip to GNP and I helped with itinerary ideas and hiking trails. GC partners are welcome to contact Kathleen at kathleen.heerwagen@ca.newworldtravel.com to contract rooms.	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	itravel2000	Address	2350 Matheson Blvd. East
Contact	Julie Ruffini		
Title	Director		Mississauga, Ontario L4W 5G9
Phone		Ext.	Country Canada
Mobile Phone			E-mail julieruffini@gmail.com
Salutation	Julie		Web Site www.itravel2000.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/8/2013	4:02 PM	Met with Julie Ruffini and Kim Uno at IPW13 in Las Vegas. itravel2000 is one of the top Canadian tour operator in Toronto and Montreal. They have 1 million a month visitation to their website. They are working with Brand USA on a targeted campaign. Stacie sat in on the presentation and will forward information if MTOT feel it is viable.	Debbie Picard



Contact Report

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Contact

Company	US FrontLine News, Inc.	Address	2720 Monterey St. Suite 440
Contact	Mirei Sato		
Title	Editor		Torrance, CA 90503
Phone	(310) 218-1020	Ext.	
Mobile Phone		Country	
Salutation	Mirei	E-mail	mireist@gmail.com
		Web Site	www.usfl.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/12/2013	4:00 PM	Pam met with Mirei Sato at IPW13 in Las Vegas. He promotes to Japanese speaking communities in the US. 55,000 circulation print and online bi-weekly. He wants to learn more about Montana and wants to be put on any newsletter list. He wants to send an editor in to do a 5-6 day FAM trips and will compile a 5-6 page spread about the destination and promises a timely story after the FAM trip. I will forward his information onto Tia for her interest.	Debbie Picard



Contact Report

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Contact

Company	Radio Formula	Address	Av. Universidad 1273
Contact	Jose Sosa		
Title	Conductor		Col.del Valle,
Phone	(521) 553-8990838	Country	Mexico03100
Mobile Phone		E-mail	lopez.sosa@mexico.com
Salutation	Jose	Web Site	www.formulaconfidencial.mx

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/11/2013	1:38 PM	Met with Jose at IPW13 in Las Vegas. Radio Formula is the largest radio network in Mexico. The radio show specializes in tourism. They produce TV travel reports on one of the most viewed TV shows on Teleformula. Jose is at IPW to research and get more information on destinations that would be suitable for his show. He asked questions about the state and by reach out for an interview at some point in the future. I gave him Tia's media sheet and contact information.	Debbie Picard



Contact Report

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Contact

Company	Trailfinders	Address	215 Kensington High Street
Contact	Carolyn Stead		
Title	Senior Product Contractor		London W8 6GU,
Phone		Country	United Kingdom
Mobile Phone		E-mail	carolyn.stead@trailfinders.com
Salutation	Carolyn	Web Site	www.trailfinders.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/8/2013	3:50 PM	Met with Jane Payser at IPW13 in Las Vegas. They are the U.K.'s largest independent worldwide agency specializing in long-haul, tailor-made holidays for the independent leisure traveller; more than 1 million people arrange their travels with our assistance. They are a direct sell retailer offering accommodation, flights, car hire, escorted tours, cruises, attraction tickets & rail journeys. They also publish an award-winning, annual tailor-made brochure offering the widest range of North America ground products in the UK market. She says business to the US is great for FIT. They usually fly into Seattle or SLC and include GNP (Kalispell/Missoula) head to Billings/Yellowstone on another itinerary. They also do Amtrak trips and she is curious about the Izzak Walton Inn for her FIT as well as guest ranches, I will send her a link to their site. They booked 133 room nights in Montana in 2013, up 46% over 2012.	Debbie Picard



Contact Report

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Contact

Company	Canadian Traveller	Address	201-2080 Hartley Ave
Contact	Janice Strong		
Title	Editor		Coquitlam, BC, V3K 6W5
Phone		Ext.	Canada
Mobile Phone		Country	Canada
Salutation	Janice	E-mail	janices@canadiantraveller.net
		Web Site	www.canadiantraveller.net

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	4:11 PM	Met with Janice Strong at IPW13 in Las Vegas. She is the Editor of Canada's only national destination education focused travel trade publication. She is looking for web content and story ideas for her trade monthly (14,000) and a consumer quarterly that is bound into the monthly. They have a partnership with Explore (adventure book in Canada) with a newstand distribution of 25,000 annually. She is looking for festivals and activities. I gave her Tia's media sheet and MTOT jump drive with What's New in Montana. She would like to be added to any press lists we have. Will send Tia her information as well.	Debbie Picard



Contact Report

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Contact

Company	Beijing Tian'an International Travel Co., Ltd	Address	Rm 226 Ruiting Center, No 135
Contact	Dongjie Wang		Shifoying East
Title			Beijing, 100025
Phone		Country	China
Mobile Phone		E-mail	nemo_6688@126.com
Salutation	Dongjie	Web Site	wwwdiytrip.vicp.net

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/12/2013	4:29 PM	Pam met with Mr. Wang at IPW13 in Las Vegas. They organize client travel to US, Canada, Mexico, Cuba, South America countries and so on. They do not work with a receptive and Pam suggested Rocky Mountain Holiday Tours for our region. They currently have a YNP tour and would consider packaging it with other parts of MT. She talked to them about the Beartooth HWY. I will follow up with Glacier Country options for him. No further follow up at this time is needed from GC partners.	Debbie Picard



Contact Report

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Contact

Company	US Commercial Services - Canada	Address	480 University Ave, Suite 602
Contact	Ruth Williamson		
Title	Commercial Specialist		Toronto, ON
Phone	(416) 595-5412	Ext. 238	Country Canada
Mobile Phone			E-mail Ruth.Williamson@trade.gov
Salutation	Ruth		Web Site

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/10/2013	2:22 PM	Met with Ruth at IPW13 in Las Vegas. US is the top travel destination for Canadians. Montana falls at number 9 behind, PA, ME, CA, NV, MI, WA, FL and NY as the top state destinations. Canadians say that the most popular activity is shopping. Sightseeing and visiting family/friends is next. Canada holds a Discover America Day in Toronto on September 30, 2013 that include media. They will also be holding a USA Pavilion in Montreal on October 1st, Calgary on October 2nd and Vancouver BC on October 3rd and these are just for travel agents. Any GC partner interested in attending can contact Ruth at Ruth.Williamson@trade.gov	Debbie Picard



Contact Report

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Contact

Company	Shanghai Spring International Travel Services Ltd.	Address	1558 Dingxi Road
Contact	Wenjun Yu		
Title			Shanghai,
Phone		Ext.	China
Mobile Phone		Country	
Salutation	Wenjun	E-mail	
		Web Site	www.springtour.com

Notes

Date Range: 7/1/2013 - 7/31/2013

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/1/2013	2:59 PM	Met with Mr. Yu at IPW13 in Las Vegas. They are one of the largest travel agencies in China. They operate across all travel sectors, inbound/outbound, MICE, domestic travel, including hotel and flight bookings. They have over 50 branches in China and abroad with 4,000 staff members. They established the 1st low cost airlines in China-Spring Airlines with 22 Airbus 320's flying more than 50 routes domestically and internationally. They are currently the top FIT to the USA. They are looking for a new product that includes GNP and Yellowstone May-October. I will send him information for itinerary development and links to activities for research. No immediate follow up from GC partners is needed at this time.	Debbie Picard