



Contact Report

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

Contact

Company	PlanetWildlife	Address	8-2-603/1, Plot 8
Contact	Mr. Sachin Agarwal		Road no: 10
Title	Managing Director, US		Banjara Hills Hyderabad 500034,
Phone		Ext.	India
Mobile Phone		Country	
Salutation	Sachin	E-mail	sachin@planetwildlife.com
		Web Site	www.planetwildlife.com

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	7:53 AM	Met with Mr. Sachin Agarwal at Pow Wow 2012 - they specialize in wildlife specific experiences. Currently, they lack North American programs and are looking to develop it. They've recently opened an office in Washington DC and are looking for receptive tour operators, step-on guides, outfitters. Their customer base is from India and Europe, who are looking for custom tours with lots of choices to offer. They typically come to the US for 2-4 weeks, probably would want to visit MT for about a week of their total time. Please send info on possible sarfari guides, ideally wildlife biologists. Send more info about the Missoula Int'l Wildlife Film Festival film award that an Indian company won (see note below), he was very interested.	Jan Watkins

BACKGROUND

We offer a wide and attractive range of wildlife tours, photo trips, bird watching adventures, ocean cruises to Arctic and Antarctica and hiking expeditions. Each of PlanetWildlife's tours is well-organised, competitively priced, environmentally responsible and fully customizable. They are led by highly qualified and experienced tour leaders. We also offer tailor-made packages for smaller groups, individuals and corporates.



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Missoula, MT 59802

Contact

Company	NAAR	Address	Via Mario Pagano 40
Contact	Ms. Lucia Alessi		
Title	Brand Manager		20145 Milano,
Phone	011-39 0248 55851	Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Lucia	E-mail	lucia.alessi@naar.com
		Web Site	www.naar.com

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
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5/22/2012	9:08 AM	Met with Ms. Lucia Alessi at Pow Wow 2012 - they are working with RMHT on an Amtrak tour but are having trouble finding transportation options. We suggested Whitefish, where a several hotels provide pick-up/drop-off service to their guests. They would then need transportation to Glacier NP. Please confirm that Grouse can do this.	Jan Watkins
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BACKGROUND

A web based tour operator that combines exclusive in-house IT and product expertise to customize FIT and group tours, marketing to over 7000 retailers.

TRIP Report, Fly Drive -Billings Kalispell, GNP and West Yellowstone. Several Motorcoach tours include overnight in West Yellowstone. Another has Missoula and another one Billings. Most everything is south. They use Lonesome Spur.



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Contact

Company	Uno Tour	Address	4F & 6F, No. 262, Sec. 3, Nanjing E. Rd
Contact	Mr. Aaron An		Songshan District
Title	Vice General Manager		Taipei,
Phone		Ext.	Taiwan, Province of China
Mobile Phone		Country	Taiwan, Province of China
Salutation	Aaron	E-mail	aaron@unotour.com.tw
		Web Site	www.unotour.com.tw

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2012	3:00 PM	Met with Aaron An at Pow Wow 2012 - Aaron has a couple group tours coming to our region in 2013, using Denver as the arrival gateway. The expected itinerary is 12-14 day, 16-30 people, mid-range lodging, and depart out of Calgary. They will be including GNP and are looking for activities. Aaron wants to visit in September. Please send dates of GNP pass opening and GPI contact info.	Jan Watkins

BACKGROUND

Licensed travel company in Taiwan for 16 years. Specialized in promoting tours to Europe Mideast and Africa region for Taiwanese passengers. Company with 4 offices islandwide and 50 employees so far will go upsized to 70 by end of 2011. With highly interest in extending company products to USA and Canada. Hope can promote good taste and niche products to Taiwanese outbound market. Looking for to establish good partnership with Coach companies and Hotel industry.



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Contact

Company	Profil Rejser	Address	Rosenoernsalle 29, 1. floor
Contact	Charlotte Boisen		
Title	Product Manager		1970 Frederiksberg C,
Phone	(011) 457-7335600	Country	Denmark
Mobile Phone		E-mail	chbo@profil-rejser.dk
Salutation		Web Site	http://www.profilerejser.dk

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/18/2012	12:00 PM	Met with Ms. Henriette Maj Obdy at Pow Wow 2012 - Henriette, is in charge of developing new product for their various catalogs. She is fascinated by our region and feels that it has great potential for their clients. She would like to visit this summer, with some staff, to help them sell fly/drive and RV in our region. Currently, they don't have anything happening in MT, but the Danes do like to return to the USA, looking for something new. The Danish have massive amounts of vacation time and there is a new direct flight from Iceland to Denver which should help sell our region. Please email itineraries.	Jan Watkins



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Contact

Company	Flight Centre UK Ltd	Address	6th Floor CI Tower
Contact	Ms. Tessa Buckman		St George's Square, New Malden
Title	Co-op Marketing Executive		Surrey KT3 4TE,
Phone		Country	United Kingdom
Mobile Phone		E-mail	tessa.buckman@flightcentre.co.uk
Salutation	Tessa	Web Site	www.flightcentre.co.uk

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	10:39 AM	Met with Tessa Buckman at Pow Wow 2012 - Australia has been their best market, but now it's the USA. They sent 96 clients to MT last year, with 68% growth showing for this year (already sent 95 this year). They'd like someone to come and train their sales staff in their 6 main offices. Martin, our UK RMI rep, will train. And they'd like the new RMI television ad for their website. Please send suggested itineraries.	Jan Watkins



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Contact

Company	AmericanTours International, LLC	Address	6053 West Century Boulevard
Contact	Nimfa Calalang		L.A. International Airport
Title	Product Manager		Los Angeles, CA 90045-0000
Phone	(310) 641-9953	Ext.	
Mobile Phone		Country	
Salutation	Nimfa	E-mail	nimfa_calalang@americantours.com
		Web Site	

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	12:39 PM	Met with Ms. Nimfa Calalang at Pow Wow 2012 - Ms. Calalang specializes in the RMI area. They currently do FIT/ family drive tours in our area -- and more are being developed. ATI packages hotel, car, and activities, typically 7-14 day trips -- usually customized to suit clients from the suggested itineraries in their tariff, including the "Best of the West" and "Grand MT". They do a combo of basic hotels and ranches (that will take vouchers). ATI now has an office in Beijing, which is slowly growing bus tours to the USA. She requested marketing support from MTOT for banner ads, distributed by AAA and Canadian AAA, which could be linked to a destination page with images/videos of our region. Please email suggested itineraries. Check into rental car drop-off fees in Montana. They need hotels in Kalispell and Missoula. Also looking for restaurants and attractions info in the area, including ziplines.	Jan Watkins



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Contact

Company	Alidays	Address	Via P. Colletta, 39
Contact	Mr. Davide Catania		
Title	Owner/Partner		20135 Milano,
Phone	011-39-02-54101524	Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Davide	E-mail	davide.catania@alidays.it
		Web Site	www.alidays.it

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	10:55 AM	Met with Davide Catania at Pow Wow 2012 - they are bringing escorted tours (with Travalco) to Glacier NP and working with RMHT (Gary Schluter) for FIT. The Glacier NP tours fly into either Kalispell or Jackson. The Whitefish Mtn. Resort ski package they have been offering is not working. They are interested in Native American activities. Please forward info on Sun Tours and Ninepipes (they already have info on People's Center).	Jan Watkins



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Contact

Company	Grandeur Tours & Travel, Inc.	Address	3F-1, No. 19 Nanking East Road
Contact	Jason Chen		Section 3
Title	President		Taipei, 104,
Phone	(886) 225-012277	Country	Taiwan, Province of China
Mobile Phone		E-mail	gtitours@ms41.hinet.net
Salutation	Jason	Web Site	www.grandeurtours.com

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	11:27 AM	Scheduled to meet with Jason Chen at Pow Wow 2012, but he had to cancel. One of his co-workers dropped by to say that Jason had to return home and picked up our available info.	Jan Watkins



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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

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	8:04 AM	Met with Mike Doyle at Pow Wow 2012 - Mike specializes in the smaller, less populated regions of the western US and is the Senior Marketing Manager out of the Dallas office. He says mobile usage is growing incredibly for booking lodging. He's interested in meeting with DMOs because it's impossible to meet with all the lodging properties they represent.. He discussed " Small Towns, Big Deals" program, where he can work with an entire region to target niche places. He wants to be more actively engaged with hotels. Lodging properties: let Michael know how Expedia is working for you, please email with comments. Please send info on the MT Governor's Conference on Tourism and MLHA (MT Lodging & Hospitality Assoc).	Jan Watkins



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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.	Canada
Mobile Phone		Country	Canada
Salutation	Elena	E-mail	info@dubmantours.com
		Web Site	www.vancouverrussiantours.com

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Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2012	10:55 AM	Met with Michael (instead of Elena) at Pow Wow 2012 - they are primarily a MICE (meetings, incentives, conventions, exhibitions) operator out of Russia. They arrange business meetings -- and also arrange FIT vacation programs before/after the business meetings. The are interested in our region because of the Bakken oil boom and because they face a lot of competion in the larger, more populated markets. They would like a schedule of business events in MT, especially in the technology sector related to the oil boom.	Jan Watkins



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Contact

Company	North America Travel Service	Address	The Kennedy Building
Contact	Karen Farrar		48 Victoria Road
Title	Product & Marketing Manager		West Yorkshire, Leeds LS11 5AF,
Phone	011-44 113 398 3002 Ext.	Country	United Kingdom
Mobile Phone		E-mail	karen.farrar@nats-uk.com
Salutation	Karen	Web Site	www.northamericatravelservice.co.uk

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
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5/17/2012	9:48 AM	Met with Karen Farrar at Pow Wow 2012 - They aren't doing a lot in MT but would love to do more. They are only contracted with the Ranch at Rock Creek currently, and are looking for more luxury hotels. They feature Glacier NP in their Canada catalogue. Please send contact info for the Lodge at WF Lake.	Jan Watkins
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BACKGROUND

Established for 40 years we are the UK's leading specialist tour operator for luxury "designer" vacations across the whole of North America. Our 244 page luxury brochure features the finest city and resort hotels as well as a range of individually created fly drive itineraries, cruise holidays and escorted tours, spanning across all 50 states. Every itinerary is created to suit the individual clients requirements.

History: Adele O'Toole attended the RMI Roundup in Great Falls. Needs new hotels, new adventure companies. Doing online marketing as a state or RMI Region, currently features Paws Up. Needs images - hi res jpeg.

TRIP Report, stay at Ranch at RockCreek.



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Contact

Company	Universalturismo	Address	via Cavour 180 R
Contact	Mr. Stefano Gnerucci		
Title	Travel Consultant		Firenze 50129,
Phone		Ext.	Italy
Mobile Phone		Country	stefano.gnerucci@universalturismo.com
Salutation	Stefano	E-mail	www.universalturismo.com
		Web Site	

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	3:32 PM	Met with Stepano Gnerucci at Pow Wow 2012 - they are doing FIT fly/drives into our region. Stefano has been to MT a couple times, including on the 2008 RMI mega-fam (MT/SD). He asked about MT schedule for rodeos and pow wows -- and about Horse Whisperer, the Robert Redford film. He works well with Olga, the RMI rep in Rome. Please email suggested itineraries.	Jan Watkins

BACKGROUND

65 Years of Experience: UNIVERSALTURISMO Travel Agency & Tour Operator opened its doors in 1947 in Florence, Italy. At present moment with 30 employees, headquarter in Florence , another office in Lucca It is a full service IATA Agency and is involved in tourism to 360°: Business Travel, Congresses, Incentives and Leisure Travel. UNIVERSALTURISMO is also a DMC and full-service incoming Tour Operator. We creates original tailor-made programs both for Individuals or Groups.

TRIP Report: Fly Drives, West, Helena, Great Falls, Billings and Kalispell.



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Contact

Company	Caitn Travel USA Company	Address	4382 Laird Circle
Contact	Charlie Guo		
Title	CEO	Country	Sant Clara, CA 95054
Phone	(408) 900-9388	Ext.	
Mobile Phone		E-mail	charlie.guo@caitn.com
Salutation	Charlie	Web Site	www.caitn.com

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/23/2012	9:41 AM	Charlie Guo stopped by at Pow Wow 2012 - they have a couple small Chinese groups coming to YNP and Glacier NP in 2013. They are 7-15 people, upper end, and an interpreter comes with the group. They need info on guided hiking.	Jan Watkins



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Contact

Company	Maya Travel Inn	Address	Zurcherstrasse 2
Contact	Mrs. Maya Hagenbucher		
Title	Managing Director		Uitikon-Waldegg 8142,
Phone		Ext.	Switzerland
Mobile Phone		Country	
Salutation	Maya	E-mail	
		Web Site	www.mti.ch

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2012	3:49 PM	Met with Maya Hagenbucher briefly - she quickly picked up some fact-finding information.	Jan Watkins

BACKGROUND

Music tours to the South of USA for Groups and FITs. Jazz Fest New Orleans, Country Music Fan Fair Nashville, Blues and Jazz Festival Chicago, Elvis Weeks Memphis, music tours to Texas, historic train tours to Colorado, Jeep tours Arizona, Utah, New Mexico.



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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.	Country
Mobile Phone			E-mail
Salutation	Kathleen		www.newworldtravel.com

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2012	8:49 AM	Met with Kathrin Klueppel at Pow Wow 2012 - she was gathering information for Kathleen Heerwagen, who manages our region. Kathleen needs a year-round, FIT contract with a hotel near Glacier NP They are currently using a hotel in Kalispell, but feel it's too far from GNP. Please send info on lodging (ie: Glacier Outdoor Cabins, Belton Chalet).	Jan Watkins

BACKGROUND

Full service receptive tour operator with offices in New York, Los Angeles and Miami providing a complete line of products for the America bound traveler. We operate programs in multiple languages for FIT travelers, group movements, incentive, conference and special events. Let our 30 years of experience enhance your clients' USA travels.



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Contact

Company	Trek America/Grand American Adventures	Address	16/17 Grange Mills Weir Road
Contact	Myer Henderson		
Title	Footloose Programme Manager	Country	London SW12 0NE, United Kingdom
Phone	011-44-208-772-3758 Ext.	E-mail	myer@trekamerica.co.uk
Mobile Phone		Web Site	www.trekamerica.co.uk
Salutation	Myer		

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/17/2012	9:40 AM	<p>Met with Iain Shiels at Pow Wow 2012 - they specialize in youth tours (22-26 years old), 13 passengers is max, and they typically travel for 14-64 days. They also do Grand American Adventures, a premium walking/cycling trip for 40-60 age group. 98% of their business is groups but are currently branching into FIT. Interested in biking Glacier NP, maybe the Hiawatha rail to trails.</p> <p>MTOT History: they are consolidating to 10 markets. Needing to do better training in office and working on content for website. They are doing more with social pages and beginning a network through their company where people can communicate before and after a tour and then connect to facebook. They had 1500 Pax to MT last year (2009).</p> <p>TRIP Report, have overnights in West Yellowstone and Glacier as well as other locations not disclosed.</p>	Jan Watkins



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Contact

Company	China Environment International Travel Service	Address	RM518, NO13 Nongzhanguan S Rd
Contact	Mr. Hongyu Ji		Chaoyang District
Title	Director of Operation Dept.		Beijing 100125,
Phone		Country	China
Mobile Phone		E-mail	jihongyu@awtour.com
Salutation	Hongyu	Web Site	www.awtour.org

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	9:29 AM	Met with Mr. Hongyu Ji at Pow Wow 2012 - a wholesaler in China, outbound to the world. Mr. Ji is in charge of the US market. Their clients tend to come to New York, LA, San Francisco and Hawaii - but become more interested in other regions as they return to the USA. He wants to learn more about MT. They are working with Western Leisure on a 2013 group tour (30 pax), flying Delta into SLC because they can find a Mandarin interpreter in SLC. They would consider flying directly into MT if we could provide interpreters. Mr. Ji said it now takes the Chinese about 2 weeks to get a US visa, last year it took about 2 months. Please investigate Chinese interpreter options, check with UM.	Jan Watkins



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Contact

Company	China Travel Service	Address	No.200 Guangfu Rd.
Contact	Mr. Yi Jin		
Title	Manager		Hangzhou 310006,
Phone		Ext.	China
Mobile Phone		Country	
Salutation	Yi	E-mail	
		Web Site	www.ctszj.com.cn

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Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	12:39 PM	Scheduled to meet with Mr. Yi Jim at Pow Wow 2012 - no show	Jan Watkins

BACKGROUND

China Travel Service Zhejiang relies on its sales network in Zhejiang Province, and dedicates to developing the market of group tourism. As a result, more and more tourists go to tour USA year by year.



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Contact

Company	Faszination Ski	Address	Wintergartenstr. 14
Contact	Mrs. Sandra Katsch		
Title	CEO		D-69469 Weinheim, Germany
Phone		Ext.	
Mobile Phone		Country	Germany
Salutation	Sandra	E-mail	info@faszinationski.de
		Web Site	www.faszinationski.de

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Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	8:10 AM	Met with Sandra Katsch at Pow Wow 2012 - Faszination specializes in golf and ski tours to the USA and Canada. Sandra was up in our region recently, checking out our golf courses. Carsten Duebler, from Sandra's office, also came on the Sept. 2011 RMI mega-fam, and loved playing the Whitefish Lake GC. Sandra works with America 4 You, as a receptive. 2-3 week fly/drive holidays are typical for their clients. They put out a new brochure every year; 2 pages cost \$2000 and includes map/image galleries. Will send a proposal to MTOT.	Jan Watkins



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Contact

Company	Area Travel Agency Ltd	Address	Pohjoinen Rautatienkatu 25
Contact	Mrs. Susa Kukkonen		BO Box 6
Title	Operation Manager		Helsinki 250,
Phone		Ext.	Finland
Mobile Phone		Country	Finland
Salutation	Susa	E-mail	susa.kukkonen@area.fi
		Web Site	www.area.fi

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Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	1:26 PM	Met with Susa Kukkonen at Pow Wow 2012 - they are not at all familiar with MT, so she's fact-finding for their 3 travel agencies in Finland. They mostly do business FIT, but Susa's office does groups and incentives also. They like to work with receptives like TIA, CTN or directly with the help of local contacts, including DMOs. Please email itineraries.	Jan Watkins



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Contact

Company	JB Travel AB	Address	Artillerigatan 42
Contact	Ms. Agneta Levin		
Title	Project Manager		
Phone		Ext.	
Mobile Phone		Country	Stockholm 11445, Sweden
Salutation	Agneta	E-mail	agneta.levin@jbbravel.se
		Web Site	www.jbtravel.se

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	1:20 PM	Met with Ms Agneta Levin at Pow Wow 2012 - they are not currently doing any tours in MT, but are interested in learning more. She's thinking MT would be interesting for Swedish incentive groups. Please email suggested itineraries.	Jan Watkins



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Contact

Company	Team Benns - Kilroy Group Travel	Address	Norregade 51
Contact	Mr. Karsten Svanholm Lind		
Title	Nordic Business Manager		DK-7500 Holstebro,
Phone	011-45-46910295 Ext.	Country	Denmark
Mobile Phone		E-mail	Kali@team-benns.com
Salutation	Karsten	Web Site	http://www.team-benns

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Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/17/2012	11:02 AM	Met with Kardsten Svanholm Lind at Pow Wow 2012 - they did a presentation for their customers in Denmark in October, featuring the RMI region, w/ a well-known TV personality that is driving business. They are creating an e-magazine called "B Inspired" that consumers can access via a bar code in newspaper ads to build a stronger bridge between print and online communication. The first issue of the magazine will feature "The Real America" (the RMI region), featuring lots of video, photos, 5 itineraries (2 of which feature MT) in mid-May, geared towards driving Sept/Oct bookings. They're partnering with Hertz, Cruise America, and Premium Outlets, Travel Oregon so far, hoping for RMI participation too.	Jan Watkins

BACKGROUND

Scan11: Karsten is committed to our region. We have several tours in their catalog, several more on the website and they are interested in developing several more. He has committed to sending US product manager Rene Christian to the Round Up 2012. Karsten told us they recently opened an office in Oslo, Norway and would be developing a special Norwegian language catalog.



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Contact

Company	DETOURS	Address	Paper Mill, Grounds Farm
Contact	Andrew Chavez Lucero		Oxford Road
Title	Director of Sales & Product Development		Adderbury, OX173HQ,
Phone	44 (1295) 679734 Ext.	Country	United Kingdom
Mobile Phone		E-mail	andrew.lucero@btinternet.com
Salutation	Andrew	Web Site	

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	8:41 AM	Met Andrew at Pow Wow 2012 - Andrew specializes in the Rockies Mountain states. Update: he is now working with Audley Tours and Abercrombie & Kent -- and currently planning a GNP/YNP tour for 2014. He's also working on motorcoach tours with CamperWorld and Amtrak trips with Bon Voyage in the UK.	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	http://www.abercrombiekent.co.uk

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	8:57 AM	Met with Simon Lynch at Pow Wow 2012 - Simon said the ranch program is not selling as well as expected and the terms of the contract with Paws Up did not pan out. On the other hand, the fly/drive program is doing well; flying British Airways into Seattle, the tour includes WA, OR, before arriving into our region. It is a challenge for their clients to understand the vast distances in the USA. A & K are willing to work with regions who would like to help market themselves as destinations. For example, Sonoma invited top A & K clients to a wine event in the UK. Please send info for the Lodge at WF Lake.	Jan Watkins



Contact Report

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

Contact

Company	World Air Sea Service	Address	Asahi-seimei BLD 4f 10501 Yurak-cho Chiyoda-ku
Contact	Mr. Hiroshi Matsuzaki		
Title	Sales Manager		Tokyo 100-0006,
Phone		Ext.	Japan
Mobile Phone		Country	
Salutation	Hiroshi	E-mail	matsuzaki@wastours.jp
		Web Site	www.wastours.jp

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	3:25 PM	Met with Mr. Hiroshi Matsuzaki at Pow Wow 2012 - they currently have a YNP trip in their program and are looking to add a Glacier NP trip in 2013. They're planning to fly into Kalispell, to Glacier NP, to Bozeman & YNP and then fly out of Jackson. Typically their group sizes are about 25 people. They've used Amtrak to travel into our region, but prefer flying in. Please email GPI suggested itinerary.	Jan Watkins

BACKGROUND

Inbound tour operator handling Japanese tourists. We offer package tours, FIT program, incentive group tours, special interest group tours, etc.



Contact Report

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

Contact

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

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
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5/21/2012	12:31 PM	Met with Mark Meredith at Pow Wow 2012 - Virgin is currently not doing anything directly into MT. They own their own flights into the US with San Francisco, Chicago, Denver being the closest gateways. They are fact-finding and looking for a receptive, suggested RMHT (Gary Schluter). They do both escorted tours or pre-set fly/drive. Showed interest in ranches, rodeo.	Jan Watkins
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BACKGROUND

Virgin Holidays started selling FIT package holidays to the USA in 1985 taking a handful of holidaymakers to Miami and New York. Virgin Holidays is now the largest scheduled tour operator to the USA and proudly a regular winner of travel industry awards.



Contact Report

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

Contact

Company	Amerikareisen.AT	Address	Buchberg 34
Contact	Mrs. Karin Ochenbauer		
Title	General Manager		
Phone		Ext.	
Mobile Phone		Country	AT-3400 Klosterneuburg, Austria
Salutation	Karin	E-mail	karin.ochenbauer@amerikareisen.at
		Web Site	www.amerikareisen.at

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	1:43 PM	Met with Karin Ochenbauer at Pow Wow 2012 - their bookings are already equal with all of last year so business is definitely up. Our region is selling well to FITs who like to drive about 500 K/day (300+ miles). They are flying into Denver or Calgary. They visited Bar W Ranch recently and like it, but said their ranch visits haven't been popular lately. They work with America 4 You for lodging arrangements.	Jan Watkins



Contact Report

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

Contact

Company	Trans Orbit USA	Address	1050 E.Flamingo Rd
Contact	Mr. Ike Ogura		Suite W-155
Title	Marketing Director		Las Vegas, NV 89119
Phone	(170) 273-39219	Ext.	
Mobile Phone		Country	
Salutation	Ike	E-mail	ike@hog-usa.com
		Web Site	www.traveldonkey.jp

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	9:06 AM	Met with Mr. Ike Ogura at Pow Wow 2012 - they are a receptive tour operator specializing in the Japanese market; 80% group business and 20% fly/drive. They have offices in Los Angeles, San Francisco & Las Vegas. We gave him an overview of GNP. He took our suggested itineraries and asked about the distances between GNP and Banff. Please send GPI contact for booking GPI lodging and jammers.	Jan Watkins



Contact Report

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

Contact

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

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	12:44 PM	Met Jo Parson at Pow Wow 2012 - The USA is a brand new destination for Audley, launching this summer. Their clients are FIT, mid/high price range, 50-60 years old, like the outdoors, and prefer local/authentic lodging: wilderness lodges/ranches/B&Bs/boutique hotels. They have 6 dedicated US specialists. MT will be featured with ID, OR, WA; to include Whitefish, GNP, Swift Current, Glacier Park Lodge, Triple Creek. Jo has never been to Montana (was formerly the SE Asia specialist), so gave an overview. Their brochure comes out in August and has a 3 year shelf life. They work with receptives: AlliedTPro, Rocky Mountain Holiday Tours, Travalco and ATI. Please forward contact info for the Lodge at WF Lake. They need hi-res images of GNP, Whitefish, and Kalispell.	Jan Watkins



Contact Report

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

Contact

Company	Alpitours World	Address	10126 Torino - Via Nizza 262
Contact	Gianmaria Patti		
Title	Product Manager		
Phone		Ext.	
Mobile Phone		Country	
Salutation	Gianmaria	E-mail	gianmaria.patti@alpitourworld.it
		Web Site	www.alpitourworld.com

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/23/2012	9:31 AM	Stopped by at Pow Wow 2012 - looking for ski info, areas that offer something for everyone. Please send ski sheet.	Jan Watkins



Contact Report

Jan Watkins, 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	Country	Brighton, East Sussex BN11EJ BN11EJ, United Kingdom
Phone	Ext.	E-mail	trudi@responsibletravel.com
Mobile Phone		Web Site	www.responsibletravel.com
Salutation	Trudi		

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	3:06 PM	Met with Trudi Pearce at Pow Wow 2012 - this company is similar to Expedia, generating leads for lodging and activities. The potential customers buy directly from the suppliers and pay a commission. So far, they do nothing in MT, but see potential. Trudi says MT is just the kind of responsible tourism that her clients are looking for; unspoiled and natural, where the employees are often locals, etc. Their customers are largely UK. Day attractions/activities can join for free.	Jan Watkins

BACKGROUND

The Worlds FIRST and leading travel portal for green, responsible and sustainable tourism providing a route to market for more niche and specialist tour operators and accommodations.



Contact Report

Jan Watkins, 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		
Phone		Ext.	
Mobile Phone		Country	Sao Paulo SP 01311-919, Brazil
Salutation	Andre	E-mail	andre@tgk.tur.br
		Web Site	www.tgk.tur.br

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2012	2:52 PM	Met with Andre Turismo at Pow Wow 2012 - they are starting to promote travel to the USA for their program that specializes in nature destinations. Currently, they are selling Banff/Jasper very well and are thinking of adding Glacier NP. He is looking for a receptive tour operator who can help develop this new FIT fly/drive tour, we suggested Rocky Mtn Holiday Tours.	Jan Watkins

BACKGROUND

Tour operator specialized in nature destinations and tailor made itineraries using sales training as the main form of promotion and marketing. Our main market are the travel leisure agencies in Sao Paulo and Rio de Janeiro and Destinations are Antartica, Argentina, Chile, Peru, Equador, Colombia, Costa Rica, Guatemala, Canada, South Africa and Turkey.



Contact Report

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

Contact

Company	Galilee Tour	Address	5F, No. 337, Fu-Hsin North Road
Contact	Mr. Kevin Perng		
Title	President		Taipei 105,
Phone		Country	Taiwan, Province of China
Mobile Phone		E-mail	kevin.perng@galilee-tour.com
Salutation	Kevin	Web Site	www.galilee.com.tw

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	10:04 AM	Met with Mr. Kevin Perrng at Pow Wow 2012 - the US visa program is so much faster in Taiwan now that Kevin wants to get back in th US market, after 15 years of not including it in. He's fact-finding, wanted to know what MT has besides YNP. He's looking for 7-10 day tours in MT and took our suggested itineraries. He's interested in activities/ideas outside of the Parks. He predicts we will be seeing more Chinese in MT, for sure, it's really growning. His clients are well educated, most speak English and like to eat local food. MT is Kevin's personal dream destination. Please send lodging contacts, he usually books everything directly and is looking for moderate or higher accomodations.	Jan Watkins



Contact Report

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

Contact

Company	CITS Limited, Head Office	Address	No 1 Dongdan Bei Avenue
Contact	Ms. Jingyi Qui		
Title			Beijing 100005,
Phone	(86) 10-85227585	Ext.	China
Mobile Phone		Country	China
Salutation	Jingyi	E-mail	qiuji@cits.com.cn
		Web Site	www.cits-otc.com.cn

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	8:29 AM	Met with Mr. Kang Lin at Pow Wow 2012 - Currently they are selling YNP tours and would like to add Glacier NP. The Chinese are used to going to the big USA cities, so Mr. Qui is looking for something different. We gave him an overview, provided itineraries, and suggested some gateway cities into our region; SLC, Seattle, Calgary. His group tours have up to 40 people and trips are 10-14 days.	Jan Watkins



Contact Report

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

Contact

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

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2012	3:03 PM	Met Mr. Gunter Rucker at Pow Wow 2012 - They are looking for upmarket ranches for their new fly/drive program (with American Ring Travel). Their clients dream up their own 10 night tour and then Detour provides a customized tour book. The suggested itinerary in the catalogue includes GNP, Kalispell, and Missoula (Holiday Inn Downtown) -- and features Ranch at Rock Creek. Please send a list upscale ranges in Glacier Country. Send info on the Lodge at WF.	Jan Watkins



Contact Report

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

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: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	10:25 AM	Met with Carolyn Stead at Pow Wow 2012 - they have 25 travel centers in the UK & Ireland and do tailor-made FIT holidays. The new tariff features Glacier NP and it is proving to be popular. She took our suggested itineraries. They book their lodging through ATI (receptive), are currently using Many Glacier Lodge and the Holiday Inn Downtown Missoula but they're having some difficulty with availability in GNP. Please send alternate lodging ideas, including St. Mary Lodge, Lodge at WF Lake, Grouse.	Jan Watkins

BACKGROUND

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. Trailfinders is a direct sell retailer offering accommodation, flights, car hire, escorted tours, cruises, attraction tickets & rail journeys. We publish an award-winning, annual tailor made brochure offering the widest range of North America ground products in the UK market.



Contact Report

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

Contact

Company	US Commercial Service	Address	
Contact	Paul Tambakis		
Title	Director, Irvine USEAC		
Phone	(949) 660-8681	Ext.	Country
Mobile Phone			E-mail
Salutation	Paul		Web Site
			paul.tambakis@trade.gov
			www.chinagolfshow.com/opencms/opencms/en/aboutus

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	1:04 PM	Met with Paul Tambakis at Pow Wow 2012 - they are implementing a worldwide golf initiative to increase golf tourism from int'l markets into the US. Paul said STEP grants are available to off-set the cost of attending these shows. Glacier Country will take the lead for the program in MT. They are looking for partners to the Shenzhen, China show (Nov 30 - Dec 2, 2012). They did a Beijing show in March 2012 where several destinations joined the US Travel Pavillion (Hawaii, Las Vegas, California Golf) and others sent brochures. They met with 300 potential golf customers, golf companies and media, Paul said this market is "high-end beyond belief". For more info: www.chinagolfshow.com/opencms/opencms/en/aboutus	Jan Watkins



Contact Report

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

Contact

Company	S.Planner Co., Ltd	Address	Nishi-Temma Work Bldg.
Contact	Mr. Yoshiyuki Tanaka		#201 3-4-5 Nishi-Temma, Kita-Ku, Osaka-shi
Title	Supervisor		Osaka 530-0047,
Phone		Ext.	Country Japan
Mobile Phone			E-mail tanaka@splanner.com
Salutation	Yoshiyuki		Web Site

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2012	3:42 PM	Met with Yoshiyuki Tanaka at Pow Wow 2012 - Mr Tanaka hasn't been to MT, but has a co-worker who went the UM Missoula and loves MT, so he's very interested to learn more, He is developing ideas for his Japanese senior motorcoach tours (15-30 pax, 8-11 days). He was interested to learn that MTOT has a Japanese language website. Please email itineraries.	Jan Watkins

BACKGROUND

Established in 2007, mainly handling Japanese group tour for all over U.S. Our main customer is Japanese major Travel Agents which is doing business for group tour series. We are now interested in Bus Tour, events, new destinations and materials. We are handling FIT and Group tour for both of leisure and business, so developing materials. Our representative local company is I Tour Service of America Inc.



Contact Report

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

Contact

Company	SIGNET Travel Co., Ltd	Address	6F, NO.100, Sec. 2, Changan E. Rd
Contact	Ms. Vicky Tsui		Shongsham Dist
Title	Assistant Sales Manager		Taipei City 10458,
Phone		Ext.	China
Mobile Phone		Country	
Salutation	Vicky	E-mail	t1567@signet.com.tw
		Web Site	www.eztour.com.tw

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	1:29 PM	Met with Ms. Vicky Tsui at Pow Wow 2012 - Vicky wants to offer a different MT program from other Taiwanese tour operators, and she thinks offering GNP would be unique. She hasn't been to MT herself, but has planned MT trips for clients. She has learned about MT through Mei Mei (MT Taiwanese trade office). Her groups are typically 16-32 people, and summer trips are especially popular with families. She asked about GNP/YNP winter product and took our suggested itineraries. She needs moderate lodging properties.	Jan Watkins



Contact Report

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

Contact

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

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	7:50 AM	Scheduled to meet with Roderick Aalbers at Pow Wow 2012 but he had to cancel. Bart was on our 2011 Glacier Country RMI mega-fam. Only does FIT to our region. They are rebranding their Label to GoAmerika. July and August is high season and Sept/October is growing. Do a lot of motorhome business but that is mostly in Canada. Please send campground info.	Jan Watkins



Contact Report

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

Contact

Company	Golden Formosa Travel Services Corporation	Address	Suite 505, No. 142, Section 4
Contact	Ms. Maryann Wang		Chunghsiao East Road
Title	Operatpr		Taipei 10688,
Phone		Country	Taiwan
Mobile Phone		E-mail	maryann@goldtravel.com.tw
Salutation	Maryann	Web Site	www.goldtravel.com.tw

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/21/2012	7:39 AM	Met Maryann Wang at Pow Wow 2012 - Maryann hasn't been to MT, so she was fact-finding. She's looking forward to increased Taiwanese travel to the US because the waiver visa program is coming. Her clients are students and FITs, usually have 10 day trips. Please email suggested itineraries.	Jan Watkins



Contact Report

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

Contact

Company	Kintetsu International Express, Inc.	Address	Nisso-dai3 Bldg., 2F
Contact	Mr. Masatoshi Yamada		2-5-15 Kitasaiwai, Nishi-ku
Title	Deputy General Manager		Yokohama-shi, Kanagawa 220-0004,
Phone	(310) 525-1700 Ext.	Country	Japan
Mobile Phone		E-mail	masahiro.fujimura@kintetsu.com
Salutation	Masatoshi	Web Site	

Notes

Date Range: 5/1/2012 - 5/31/2012

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/16/2012	10:16 AM	Met with Mr. Masatoshi Yamada at Pow Wow 2012 - they have sent clients to Glacier NP in the past, but they have a lot of competition and are looking for more unique/niche ideas. YNP is very popular in their program and Mt. Rushmore is growing in popularity also. Please email suggested itineraries.	Jan Watkins

BACKGROUND

Inbound tour operator handling Japanese tourists. We offer package tours, FIT program, incentive group tours, special interest group tours, etc