



Contact Report

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

Contact

Company	The Camping and Caravanning Club	Address	Greenfields House
Contact	Lisa Addleton		Westwood Way
Title	Worldwide Travel Specialist		Coventry, CV4 8JH
Phone	011-44 2476 475122 Ext.	Country	United Kingdom
Mobile Phone		E-mail	Lisa.Addleton@cfree.co.uk
Salutation	Lisa	Web Site	www.campingandcaravanningclub.co.uk

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	4:41 PM	<p>Met with Lisa Addleton at RMI Roundup 2012 - they do a lot of tours in Canada and would like to expand into our region. Their clients are generally retired and do extended tours, like a 37 day tour with options for pre or post add-ons. They are planning a 3 week excursion through the RMI region. She took all the itineraries, including the RV itinerary.</p> <p>The Camping and Caravanning Club is the UK's oldest camping organisation with over 280,000 household members. As part of the service to our members we offer motorhome (RV) holidays to all parts of the world. Many members choose to visit the USA both on an individual and group basis. We are currently looking to increase the tours we offer to the USA and are very keen to include the states of Wyoming, South Dakota, Montana and Idaho in our future tours.</p> <p>We work with: We do not currently use a receptive in your area. Our FIT bookings are usually motorhome bookings with hotel on arrival booked through AlliedTPro or New World Travel. For our groups we use a company in Grand Junction Colorado who then use local companies to provide excursions, etc.</p> <p>Our company focuses on: Group RV tours and individual itineraries.</p> <p>Looking for: All products relevant to a three week RV tour in the RMI region.</p>	Jan Watkins



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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>
5/29/2012	9:02 AM	<p>Met with Mrs. Cinzia Mandelli (Assistant Product Manager) at RMI Roundup 2012 - she hasn't been to MT so I did an overview. She said vacation is very important to the Italians. Their client base to our region is fly/drive. Honeymooners are strong business, they typically take 3 weeks, 2 weeks doing a fly/drive and the 3rd week in a beach resort (ie Hawaii). Please send itineraries.</p> <p>Tour operator based in Milan. Very strong in the USA destination; one of the very first web operators in Italy with advanced booking system online. They organize group tours, Fly/Drives, city breaks, ranch stays, tailor-made trips. Starting from Spring 2009, they are the official tour operator organizing trips for "Touring Club Italiano", the most important Italian association for cultural tourism.</p> <p>We work with: Team America, Rocky Mountain Holiday Tours, America4You.</p> <p>Our company focuses on: Escorted tours, Fly/Drives, groups, ranches.</p> <p>Looking for: ranches, receptives.</p>	Jan Watkins



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Contact

Company	Anapia Voyages	Address	29, rue Pépin
Contact	Ms. Sylvia Riou Avalos		
Title	Director		93100 Montreuil,
Phone	011-336 2084 0432	Ext.	France
Mobile Phone		Country	France
Salutation	Sylvia	E-mail	sylvia@anapiavoyages.fr
		Web Site	www.anapiavoyages.fr

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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>
5/25/2012	2:03 PM	<p>Met with Ms. Laure Mauron at RMI Roundup 2012 - she is fact-finding for her co-worker, Sylvia Riou Avalos, who is the USA specialist. The company is not yet working in our area. They concentrate on FIT nature tours and they like to work directly with suppliers vs. using a receptive. Gave an overview of GC and she took itineraries.</p> <p>Anapia Voyages is a tailor-made tour operator based in the south of France; we combine itineraries nature, culture with lodgings in ranches and for families. We work with: For some hotels we do have direct contracts. Our company focuses on: Excursions with interactive activities with local people, ranches and lodges. Looking for: To meet suppliers proposing original itineraries and lodges with character.</p>	Jan Watkins



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Contact

Company	USA Fietstours	Address	Herbergierserf 26
Contact	Mr. Rian Blok		
Title	Owner		3991 KJ Houten,
Phone	011-31 30 6364677	Ext.	Netherlands
Mobile Phone		Country	
Salutation	Rian	E-mail	info@usafietstours.com
		Web Site	

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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>
5/25/2012	1:46 PM	<p>Met with Rian Blok at RMI Roundup 2012 - he is interested in expanding his cycling tours into our region, but doesn't know of any suppliers. Discussed biking opportunities in Glacier Country, including the Going to the Sun Rd. His clients usually bike for 5-7 days, then enjoy other activities, including fly/drive in an RV for the remainder of their stay. Investigate rental road bike suppliers including possible guides.</p> <p>USA Fietstours (BikeTours) offers a large and varied number of cycling tours and cycling holidays in all parts of the United States of America. Recreational, road or mountain bike, long or short, guided or selfguided. You will always find the tour that suits you best!</p> <p>We work with: Rocky Mountain Holiday Tours, Tourico Holidays, Travalco, Team America, otalstay, AlliedTPro, Bonotel.</p> <p>Our company focuses on: Cycling tours.</p> <p>Looking for: Outdoor adventures, with the emphasis on cycling tours (road, recreational, mountain bike) and possibilities and to get to know the region.</p>	Jan Watkins



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Contact

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

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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>
5/24/2012	2:43 PM	<p>Met with Claudia Nagel at RMI Roundup 2012 - they specialize in ranches with a strong focus on the RMI states. They lost a couple ranches in AZ and TX due to wildfires, so they will be scouting for new ranches after the Roundup. They produce a glossy idea guide w/ no rates to give their clients ideas, then arrange taylor-made trips, often combining ranch stays with fly/drives. They are currently using Grouse, Kandahar, Lodge at WF Lake in Glacier Country. Please send contact info for Rich Ranch and Cheff Ranch for consideration.</p> <p>Specialize in Ranch, Horse and Adventure vacations in the US and Canada. Offer a widespread product for FIT clients. Also prepare itineraries for Fly-Drives, offer small group tours and expanded in Ski lately.</p> <p>We work with: Tourco, AlliedTPro, ATI, Rocky Mountain Holiday Tours.</p> <p>Our company focuses on: Ranch vacations, cattle drives, activities, but also Fly-drives and winter product.</p> <p>Looking for: Ranch, Incoming agencies, Hotels (Budget, Mid-class, High End), CVBs, general summer product, general winter product, outdoor and activities.</p>	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>
5/29/2012	8:14 AM	Met with Daniele Catania (Assistant Product Manager) at RMI Roundup 2012 - Alidays is bringing both escorted group tours and FIT into our region. Discussed their online itinerary tool for self-drive, taylor-made tours -- which includes Glacier NP. A good tour operator based in Milan with a strong knowledge of the USA. They are very strong in US product. All their programs (including Fly/Drives, motorcoach tour, motorbike tours and hotels) are downloadable from their website. Advanced technology offers to the trade the base for the best approach to Alidays product. Travel agencies can create their onw itineraries, are able to book online or alternatively, can refer to a specific designed Alidays operator, We work with: Rocky Mountain Holiday Tours, American Ring Travel, Travalco, Team America. Our company focuses on: Fly/Drives, escorted tours, ranch vacations. Looking for: Inbound receptives, hotels, ranches.	Jan Watkins



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Contact

Company	Team Bennis - Kilroy Group Travel	Address	Norregade 51
Contact	Mr. Rene Christensen		
Title	Travel Consultant		DK-7500 Holstebro,
Phone	011-45-46910295	Country	Denmark
Mobile Phone		E-mail	rech@team-bennis.com
Salutation	Rene	Web Site	http://www.team-bennis

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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>
5/25/2012	4:45 PM	<p>Met with Mr. Rene Christensen at RMI Roundup 2012 - Glacier NP is selling well, largely to families who take 3 week holidays. They like to mix it up with lodging properties, a variety of niche hotels, B&B, ranch stays. They use receptive tour operators to book lodging and use several properties in the Whitefish/Kalispell area. Please send a list of RV parks and MT state parks that take camping reservations.</p> <p>Team Bennis offers both FIT and Groups to North America. Our targeting groups can be defined as follows: age 25-45 couples (active seekers), families (first time and returning travelers) and empty nesters (active seekers). The majority of our business is self-drive (car/RV rental).</p> <p>We work with: AlliedTPro and Travalco.</p> <p>Our company focuses on: Self-drive and unique experiences.</p> <p>Looking for: Unique experiences (ranch stay, hiking trips, first nation, mountain bike, soft and mid adventure).</p>	Jan Watkins



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Contact

Company	Jetset Voyages	Address	41/45 rue Galilee 342
Contact	Mr. Christian Colonnette		
Title	Assistant Product Manager		75116 Paris,
Phone	011-331 5367 1317	Ext.	France
Mobile Phone		Country	France
Salutation	Christian	E-mail	ccolonnette@jetset-voyages.fr
		Web Site	www.jetset-voyages.fr

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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>
5/24/2012	2:09 PM	<p>Met with Mr. Christian Colnnette at Pow Wow 2012 - Glacier NP is important destination for their USA product and they are running several trips into our area. They use Calgary and Vancouver as gateway airports. He took hard copies of all four of our itineraries.</p> <p>Jetset Voyages is a French Tour Operator that provides a wide and complete array of itineraries and customized products for individuals and groups. Our skills and abilities range from fly & drives to city packages and escorted tours.</p> <p>We work with: Rocky Mountain Holiday Tours, American Tours International, AlliedTPro, Bonotel.</p> <p>Our company focuses on: We focus on ranches, historic properties, original lodgings as well as chain hotels to accommodate people. We also feature excursions and tours in this region (horseback riding, wildlife viewing, fishing, etc.).</p> <p>Looking for: We look forward to meeting suppliers that can offer these kinds of products.</p>	Jan Watkins



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Contact

Company	Ranch Rider/North American Ranch Holidays	Address	Devonshire House, Devonshire Lane
Contact	Tony Daly		Loughborough
Title	Director of Sales		Leicestershire, UK LE11 3DF
Phone	011-44 1509 618811	Ext.	
Mobile Phone		Country	United Kingdom
Salutation	Tony	E-mail	tony@ranchrider.com
		Web Site	www.ranchrider.com

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	4:31 PM	<p>Met with Tony Daly & Ruth Johnson (Director of Marketing) at RMI Roundup 2012 - Tony works with Triple Creek Ranch and McGinnis Meadow Ranch. He really liked working with Hargraves Ranch too, before it sold. About 20% of his clients do a week ranch stay, most like to other adventures/activities. He uses the direct Calgary flight often, from where many clients drop down to Glacier NP and YNP. He took our Ranch list.</p> <p>Ranch Rider, UK's No.1 specialist in ranch holidays in the USA and Canada, offering working, guest and resort ranches. These holidays are great for families, couples and singles. Riders from novice to seasoned as well as the non-rider will enjoy our real ranch holidays. We also offer cattle/horse drives, pack-trips, bear watching, white-water rafting and other adventure trips along with self drive sightseeing.</p> <p>We work with: Rocky Mountain Holiday Tours.</p> <p>Our company focuses on: Ranch Specialist plus optional add-ons.</p> <p>Looking for: Ranches and related products.</p>	Jan Watkins



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Contact

Company	Davidson Communications Pty Ltd	Address	Suite 13, 28 Roseberry St
Contact	Caroline Davidson		
Title	Director		Balgowlah,
Phone	011-612 9907 0020	Ext.	Australia NSW 2093
Mobile Phone		Country	
Salutation	Caroline	E-mail	caroline@davcomm.com.au
		Web Site	www.davcomm.com.au

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/25/2012	4:59 PM	<p>Met with Caroline at RMI Roundup 2012 - two Frenchmen/Aussies from Sydney are doing four-month adventure on motorcycles to raise funds for chronic kidney disease -- to include the Going to the Sun Rd. in July. The ride will air on the Discovery Channel in December. Tia is involved with this PR opportunity. More info: WorldRiderz.com. Carolyn is also working on an itinerary for another Aussie journalist, Melissa Rimac, who plans to visit in September. Please email all itineraries.</p> <p>Australian Public Relations company specializing in travel, tourism, hospitality and lifestyle sectors representing RMI in Australia for Wyoming, Idaho, Montana, South Dakota and North Dakota.</p> <p>Our company focuses on and is looking for: Products of interest to Australian Tourists: National Parks, cowboy and Native American heritage and events, museums and history, ranch experiences, ski resorts and winter experiences, adventure activities, gateway cities, shopping, hotels, RVs, and motorbike rental.</p>	Jan Watkins



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Contact

Company	Siel Canada	Address	70, Route de Luxembourg
Contact	Mr. Bruno de Greef		L-8140 Bridel
Title	General Manager		Luxembourg,
Phone	(011) 352-332747	Ext.	
Mobile Phone		Country	
Salutation	Bruno	E-mail	bruno.de.greef@sielcanada.com
		Web Site	www.sielcanada.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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5/25/2012	1:32 PM	Met with Bruno de Greef at RMI Roundup 2012 - they want to extend their program into MT/WY from Canada. They already include Waterton, so dropping down into Glacier NP will be next. Bruno is looking for lodging and uses a receptive to book his lodging. He needs a GPI contact. Please contact Gary Schluter at Rocky Mtn Holiday Tours to contact Bruno directly.	Jan Watkins
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Tour Operator specialized in Canada, and wants to develop their program part of the Rocky Mountains in the US.

We work with: We use a small receptive based in Canada (CSM Travel), Rocky Mountain Holiday Tours, B2B Hotel reservation tools like Alba, HotelsPro, and sometimes USA Travel based in Brussels.

Our company focuses on: Clients are 95% FIT based.

Looking for: Lodges, Ranches, Hotels, Attractions, Receptives.



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Contact

Company	Tioga Tours	Address	Kloosterweg 45
Contact	Mrs. Nienke de Jong		
Title			8326 CB Sint Jansklooster, Netherlands
Phone	011-31 527 245400	Ext.	
Mobile Phone		Country	Netherlands
Salutation	Nienke	E-mail	postbus@tiogatours.nl
		Web Site	www.tiogatours.nl

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/25/2012	1:44 PM	Met with Mrs. Nienke de Jong at RMI Roundup 2012 - they are currently expanding their American West product with FIT, RV, and taylor-made fly/drive tours. Nienke toured our area 3 years ago and is familiar with Kalispell and Glacier NP. Please email itineraries. We work with: Rocky Mountain Holiday Tours, Tourico Holidays, Travalco, Team America, Totalstay, AlliedTPro, Bonotel. Our company focuses on: Fly/Drives. Looking for: receptives, hotels and lodges.	Jan Watkins



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Contact

Company	ITG Companies	Address	Larenweg 40
Contact	Mrs. Jeannette de Kruijf		
Title	Product Development USA		5235 KA 's-Hertogenbosch,
Phone	011-31-30 7370 74330 Ext.	Country	Netherlands
Mobile Phone		E-mail	jeannette@itgcompanies.nl
Salutation	Jeannette	Web Site	www.itgcompanies.nl

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/28/2012	1:38 PM	<p>Met with Jeannette de Kruijf at RMI Roundup 2012 - they are direct sellers for three brands; internet, mid-range, and experience (high end). Their American Wilderness tour, a 21 day, fly/drive (including motorcoach), that begins in SLC, is available in all three programs -- with the basic difference being the quality of the lodging. Their clients tend to be couples or families . Please email the itineraries and a list of RV parks and MT State Parks that accept advance reservations.</p> <p>The International Travel Group (ITG) is a Dutch based company, comprising of a number of specialized direct travel brands. Each brand targets a different market, from exclusive journeys, the well-organised mature traveller and an internet based company.</p> <p>We work with: AlliedTPro, New World Travel and TourMappers</p> <p>Our company focuses on: We focus on car and motorhome rentals, extended touring programs, individual self-drive tours and for the Wereldcontact brand Dutch guided group tours.</p> <p>Looking for: We are interested in special and unique products (such as accommodations, excursions, routes for self-drives) in this region.</p>	Jan Watkins



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Contact

Company	Meeting Point North America	Address	5911 Turkey Lake Road
Contact	Janet Dimova		Suite 302
Title	Product Manager		Orlando, FL 329819
Phone	(407) 345-5119	Ext. 4101	Country
Mobile Phone			E-mail
Salutation			Web Site

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	5:10 PM	<p>Met with Jan Dimova at RMI Roundup 2012 - They are developing more fly/drive into our region, including a motorcycle tour that originates in Seattle, travels through Whitefish. They have a contract with the Lodge at Whitefish Lake. Meeting Point is a full service receptive tour operator, they had nine reps at Pow Wow.</p> <p>Meeting Point North America is a full service receptive tour operator offering a comprehensive range of USA & Canada products including FIT Hotels, Attractions, Fly/Drives Itineraries, Ad Hoc/Incentive & Leisure groups and guaranteed motor-coach departures.</p> <p>We work with: FTI, Flextravel, Vacance Air Transat, Sun Hotels, Alpi Tours.</p> <p>Our company focuses on: Primarily hotels and attractions.</p> <p>Looking for: Hotel and all soft adventure activities.</p>	Jan Watkins



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Contact

Company	Tourismus Schiegg	Address	Kreuzweg 26
Contact	Ms. Marion Doller		
Title	Sales & Operations		D-87645 Schwangu,
Phone	011-49 8362 9301 0	Ext.	Germany
Mobile Phone		Country	
Salutation	Marion	E-mail	marion.doller@tourismus-schiegg.de
		Web Site	www.tourismus-schiegg.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>
5/29/2012	2:51 PM	<p>Met with Marion Doller at RMI Roundup 2012 - Annika Patrizia Fichtl, from Tourismus Schiegg, came on the RMI Mega-Fam 2011 through Glacier Country. Marion, on the other hand, has never been to our area, but their clients are coming. FIT fly/drive is their niche, including RV tours (Cruise America). She took all four itineraries. They are interested in both winter and summer product.</p> <p>The main business of Tourismus Schiegg is individual travelers. Our program is promoted via consumer shows and website. The website is changed twice a year to keep it interesting for the clients.</p> <p>We work with: ATI, Rocky Mountain Holiday Tours.</p> <p>Our company focuses on: Ranch vacations, winter product, drive tours.</p> <p>Looking for: Ranch, Incoming agencies, general summer product, general winter product, outdoor and activities.</p>	Jan Watkins



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Contact

Company	RMI - France	Address	3 Square Neuilly Chateau
Contact	Mr. Hervé Duxin,		
Title	RMI Account Manager		92200 Neuilly Sur Seine,
Phone		Ext.	France
Mobile Phone		Country	France
Salutation	Hervé	E-mail	Herve@Duxin.com
		Web Site	www.wildwestusa.com

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/25/2012	8:36 AM	Met with Mr. Herve Duxin at RMI Roundup 2012 - 35 French tour operators are bringing clients to the RMI region, most are working with Rocky Mtn Holiday Tours as a receptive operator. Herve says France is the #1 market for the RMI region, up 38% from 2000-2010. The French get 5-7 weeks paid vacation. Even though the euro economy has been in crisis, travel remains strong for the upper end, and the RMI region is trendy.	Jan Watkins



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Contact

Company	Bike-the-Best Motorcycle Tours	Address	Alemannenstrasse 4
Contact	Peter Fischer		
Title	Marketing Manager		53844Troisdorf,
Phone	011-49 2241 846 440	Country	Germany
Mobile Phone		E-mail	p.fischer@bikethebest.de
Salutation	Peter	Web Site	

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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>
5/29/2012	2:46 PM	Met with Susanne Fuhrmann (Group Coordinator, susanne@bikethebest.de) at RMI Roundup 2012 - they are scouting for new motorcycle tours. When I met with Peter at Go West, he said their goal is 5 more tours in 2012 because their SW US tours have been so successful. Susanne took our suggested motorcycle itinerary.	Jan Watkins

Specialize in motorcycle tours to North America. Several Road shows around Europe with a strong focus on Western United States, especially the "Sturgis Rally" in August. We offer Fly & Ride Tours to the RMI states from April through October, with and without guides. Strong request through our website www.bikethebest.de or through the official Harley-Davidson-Authorized-Tour Operator Program.

We work with: Tourico, Rocky Mountain Holiday Tours.

Our company focuses on: We are one of Europe's largest tour operators for motorcycle tours to the US. Our product in the region are guided and self-guided tours to the Rockies, Sturgis, Black Hills, Idaho, Colorado, South Dakota, Wyoming. Examples: Sturgis Rally Tour and Rocky Mountain Tour.

Looking for: Hotels (Budget and Mid-class), CVB's, Motor-Rally-Events, Scenic Byways, Restaurants, Bars, Places of Interest.



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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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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/24/2012	2:35 PM	<p>Met with Thorsten Freimuth at RMI Roundup 2012 - currently he's doing all FIT, next year he will also be doing group tours. His FIT groups are 4-6 people and Thorston actually guides/drives himself. Although he has been in the business for 35 years, he recently split off from his partner to do this new company. He has not been to western MT so we discussed the itineraries, including the RV itinerary.</p> <p>AAR Travel is a small German tour operator which is frequently organizing group tours to places all over the USA, often to special events like music festivals. Also have roundtrips to areas in the US.</p> <p>We work with: no receptives - just direct at the moment.</p> <p>Our company focuses on: Fly-drives, Mini escorted tours, Ski, Dude Ranches.</p> <p>Looking for: Ranches, CVBs.</p>	Jan Watkins



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Contact

Company	Booking.com / Priceline.com INC	Address	33 New Montgomery St.
Contact	Carter Hearne		5th Floor
Title	Revenue Account Manager		San Francisco, CA 94105
Phone	(415) 633-4034 Ext.	Country	
Mobile Phone		E-mail	carter.hearne@booking.com
Salutation	Carter	Web Site	www.booking.com

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5/25/2012	5:17 PM	Met Carter Hearne at RMI Roundup 2012 - Carter is the MT/ID/WY account manager for booking.com. He has picked a few more properties in our region, including the BW KwaTakNuk Resort. They can sell week-long stays and welcome vacation rentals in their program.	Jan Watkins
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With more than 300,000 room nights booked every day through our site, Booking.com provides a costeffective, commission-based OTA model with a network of over 5,000 distribution partners and a personalized account management service to help you optimize your revenue. Booking.com is the leading worldwide online hotel reservations agency by room nights sold, attracting over 30 million unique visitors each month via the internet from both leisure and business markets worldwide.

Our company focuses on: Matching international online booking demand to all types of room accommodations, including (but not exclusive to) hotels, inns, B&Bs, motels, properties with less than 20 rooms, and ranches.

Looking for: I am looking to meet with both properties who are already working with us and those looking to learn more about our model.



Contact Report

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

Contact

Company	RMI - Benelux	Address	Hof ter Weydeweg 10-b
Contact	Arjan Helle		
Title	Managing Director		
Phone		Country	3451 ST Vleuten, Netherlands
Mobile Phone		E-mail	marjolein.fraanje@rmi-realamerica.nl
Salutation	Arjan	Web Site	www.wildwestusa.nl

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/25/2012	1:42 PM	Met with Arjan Helle at RMI Roundup 2012 - Arjan says 2./3 of the Dutch book travel on-line, either through tour operator sites or direct. Many Dutch tour operators are extending Canadian holidays to include the RMI region. The Dutch take 3-5 week holidays. Since Europeans largely do fly/drive in our region, he suggested we include a map and state distance in kilometers on our itineraries.	Jan Watkins



Contact Report

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

Contact

Company	RMI-Germany	Address	Scheidswaldstr 73
Contact	Rita Hille		
Title	Director		D-60385 Frankfurt am Main, Germany
Phone	011-49 6925 538 230	Ext.	
Mobile Phone		Country	Germany
Salutation	Rita	E-mail	rita@wiechmann.de
		Web Site	www.RMI-RealAmerica.de

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/24/2012	2:33 PM	Met with Rita Hille & Janine Wolski at RMI Roundup 2012 - Rita has been the German rep for RMI since the company began over 20 years ago. Her account manager, Carola Kolmann, who came to Glacier Country on the RMI Mega-Fam last September, recently left and Janine Wolski has been hired to replace her. Rita said the Germans are traveling, many are return visitors, and travel to the RMI region is strong. Please add Rita to our newsletter list.	Jan Watkins



Contact Report

Jan Watkins, 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	Ext.	France
Mobile Phone		Country	France
Salutation	Philippe	E-mail	phumbert@phlconseil.com
		Web Site	www.allwaysonwheels.com

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/25/2012	2:00 PM	<p>Met with Philippe Humbert at RMI Roundup 2012 - he is working with Rocky Mtn Holiday Tours for motorcycle tours that come through our area. They use the Lodge at WF Lake and did 3 trips last year. One trip begins in Billings (Eagleriders), another begins in Las Vegas. Typically the 20 day tour includes 12-15 bikes, a van drives behind with the luggage. Please find a contact person at Glacier NP who can help him get the required CUA Authorization for the van. The national parks don't all use the same forms.</p> <p>All Ways on Wheels is one of the leader companies in France producing motorcycle and car tours in the US since 2003 with more than 21 tours and 37 departure dates in 2011. We program different tours in the Northwest states, from 12 to 18 days. Quality of services, good tour guides and original tours are our target. We are the GWEF (GoldWing European Federation) partner and Official Honda travel agent and we work also with BMW Moto Club France and some Harley-Davidson Chapters. We participate every year in different motorbike shows (four per year) to meet our clients coming from all regions of France, Belgium and Switzerland and we have a representative agent in Switzerland.</p> <p>We work with: For hotels we use Mikinet, GTA Gulliver, Tourico Holidays or Team America.</p> <p>Looking for: We are interested in discovering more activities, properties to match with our production in the RMI Region.</p>	Jan Watkins



Contact Report

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

Contact

Company	American Holidays AS	Address	Dronningensgt 23
Contact	Mr. Widar Jensen		
Title	Director of Sales & Marketing, Owner		N-0154 Oslo,
Phone	011- 47 2241 2222 Ext.	Country	Norway
Mobile Phone		E-mail	widar@americanholidays.no
Salutation	Widar	Web Site	www.americanholidays.no

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/24/2012	4:51 PM	<p>Met with Widar Jensen at RMI Roundup 2011 - this company is four years old and they are interested in expanding into the RMI region. He's thinking of flying into Denver, enter MT through YNP and travel up to Glacier NP. He was very happy with our itineraries, just what he needs. Please provide a contact at the Lodge at WF Lake (or let him know that Tourico has a contract there).</p> <p>American Holidays is a small independent tour operator operating out of Oslo Norway. With a combined 40 years in the travel industry our strenghts are experience and a wide contact network.</p> <p>We work with: Bonotel, GTA and Tourico.</p> <p>Our company focuses on: Adventure Fly/Drives, Ranch Vacations.</p> <p>Looking for: Statewide itineraries, 4 and 5 Star accommodations, ranches.</p>	Jan Watkins



Contact Report

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

Contact

Company	Dreamland	Address	Via Sommacampagna 29
Contact	Mr. Riccardo Minozzi		
Title	Business Development Manager	Country	00185 Roma,
Phone	011-39 064 470 122 Ext.		Italy
Mobile Phone		E-mail	riccardominozzi@dreamlandtour.com
Salutation	Riccardo	Web Site	

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	8:49 AM		Jan Watkins
5/29/2012	3:51 PM	Scheduled to meet with Mr. Riccardo Minozzi at RMI Roundup 2012 - canceled show	Jan Watkins

Italian Tour Operator based in Rome and founded in 1999. They are specialized in escorted and FIT, tour à la carte and would like to improve their programs.

We work with: Team America, Rocky Mountain Holiday Tours, AlliedTPro.

Our company focuses on: Escorted, Fly/Drives, honeymoon, tour a la carte.

Looking for: Ranches, National Parks, Attractions, Receptives, Outdoor Activities, Gateway Cities, Native Americans.



Contact Report

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

Contact

Company	Travalco USA Inc	Address	12000 Biscayne Boulevard
Contact	Mariette Oppenhuizen		Suite 600
Title	Owner		North Miami, FL 33181
Phone	(305) 899-6522	Ext.	
Mobile Phone		Country	
Salutation	Mariette	E-mail	mo@travalco.com
		Web Site	http://www.travalco.com/

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	5:14 PM	<p>Met with Annette Zamora (Market Manager, annette@travalco.com) at RMI Roundup 2012 - they are very busy and have just hired three new people in the offices. Travalco has contracts in place with the Lodge at WF Lake and the Glacier Park lodges (GPI). I asked for an update on the idea of including Glacier NP in their "American Safaris" program. She was excited to hear that Mariette had intended to include GNP and asked that I re-send that info. Please forward the email correspondence with Mariette following Go West 2010.</p> <p>Travalco chooses to be an exclusive B2B company. We enjoy partnerships with leading Tour Operators from 56 countries which ensures a healthy business mix and valuable year-around production. We work with: International Tour operators from Western Europe.</p> <p>Our company focuses on: Hotels, attractions, specialty product, ranches, Bed and Breakfasts, Lodges.</p> <p>Looking for: Attractions, Hotels, Ranches, Specialty Product - e.g. B&B, CVB's.</p>	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.	E-mail	United Kingdom jo.parsons@audleytravel.com
Mobile Phone		Web Site	www.audleytravel.com
Salutation	Jo		

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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5/29/2012	4:22 PM	Met with James Butler at RMI Roundup - the beautiful new USA brochure will be out in August, it has a 3 year shelf life with no rates attached (rates are available online). They have contracted with Lodge at WF Lake, Kandahar, Kalispell Red Lion, Many Glacier and Glacier Park Lodges for mid to upper end accommodations. Please forward high res images of Whitefish and Kalispell.	Jan Watkins
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Audley Travel is a dynamic, award-winning company specialising in travel to all four corners of the world. The USA is a brand new Audley destination and will launch in summer 2012. We pride ourselves on superb destination knowledge and the finest client service. We are principally a direct sell FIT tour operator selling bespoke holidays to a discerning and adventurous clientele.

We work with: AlliedTPro, Rocky Mountain Holiday Tours, Travalco, an ATI.

Our company focuses on: The type of product we're focusing on is a good range of mid to high end accommodation, preferably avoiding chain hotels where possible. Our clients prefer wilderness lodges/ranches/B&Bs/boutique hotels. We are also looking for small group experiences that our FIT clients can buy into, led by enthusiastic and knowledgeable guides, that can inform clients about wildlife, history, culture, soft adventure, etc.

Looking for: Any supplier that fits the description above.



Contact Report

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

Contact

Company	RMI - UK	Address	6 Whitehorse Mews
Contact	Martin Roberts		37 Westminster Bridge Road
Title	Account Director		London, UK SE1 7QD
Phone	011-44 207 928 8314	Country	United Kingdom
Mobile Phone		E-mail	martin@rmi-realamerica.co.uk
Salutation	Martin	Web Site	www.RMI-RealAmerica.com

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	4:15 PM	Met with Martin Roberts at RMI Roundup 2012 - Martin reports that even with the UK economy "bumping along the bottom" and higher tourism taxes, the USA remains a strong destination. He predicts that with the London Olympics and the Queen's 60th Anniversary English/UK people will stay at home this summer. Martin noted that the London/Calgary direct flight has been around a long time and can be the most affordable into the RMI region.	Jan Watkins



Contact Report

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

Contact

Company	Hotelplan Italia	Address	Corso Italia 1
Contact	Mrs. Alessandra Rosati		
Title	Contract Manager		20122 Milano,
Phone	011-39 0272 1361	Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Alessandra	E-mail	a.rosati@hotelplan.it
		Web Site	www.hotelplan.it

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	3:54 PM	<p>Met with Alessandra Rosati at RMI Roundup 2012 - she loves Glacier NP, it's her favorite national park. Hotelplan Italia does a couple tours, for both groups and FIT, that include GNP: a 3 week trip (2 nights in GNP), 2 week (1 GNP night) using a Kalispell hotel or Lake McDonald Lodge. They contract with Big Sky for skiing holidays, so we talked about Whitefish Mtn Resort too. WMR, please follow up.</p> <p>A traditional tour operator with strong assets with nearly 19 years of experience in USA and North America destinations. Hotelplan offers individual travel and/or groups, self drive by car, motorcycles, motorhomes, ad hoc itineraries, luxury travels, ranch, lodge and skiing holidays.</p> <p>We work with: Travalco, Rocky Mountain Holiday Tours, Team America.</p> <p>Our company focuses on: Escorted tours, Fly/Drives, groups, ranches.</p> <p>Looking for: ranches, receptives.</p>	Jan Watkins



Contact Report

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

Contact

Company	America 4 You LLC	Address	PO Box 2214
Contact	Lena Ross		
Title	Director of Product Development		Fullerton, CA 92837-2214
Phone	(714) 447-3826 Ext.	Country	
Mobile Phone		E-mail	lena@america4you.net
Salutation	Lena	Web Site	www.america4you.net

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/25/2012	5:07 PM	<p>Met with Lena & Marita Ross at RMI Roundup 2012 - they report that business into our region is pretty good. They are using properties in Missoula, Kalispell, and Whitefish -- with contracts with Grouse, Kandahar, and Lodge at WF Lake (actually GPI/Grouse doesn't have a current contract with America 4 You). They are doing some golf tours with Faszination Ski & Golf. Please send GC golf info to Lena.</p> <p>RMI Official Receptive Tour Operator specializing in "soft" adventure travel like ranch vacations, National Park adventures, city programs, Native American culture, winter adventures (snowmobiling excursions, skiing, etc.), flexible and set self-drive itineraries. FIT hotels. Special groups. We work with: Over 40 European Operators. Our company focuses on: Hotel, ranches, adventure, Fly/Drives, and groups. Looking for: Re-establishing "old" contacts and contracting new products.</p>	Jan Watkins



Contact Report

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

Contact

Company	Ausanders	Address	Oberstr.42
Contact	Martin Sanders		
Title	Owner		52382 Niederzier,
Phone	001-49-2428 951294	Ext.	Germany
Mobile Phone		Country	
Salutation	Martin	E-mail	martin@ausanders.de
		Web Site	http://www.ausanders.de/

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/24/2012	2:39 PM	Met with Martin Sanders RMI Roundup 2012 - Martin likes to work with Rocky Mountain Holiday Tours for lodging and ideas. He's planned for some family groups into our region. He was a UM exchange student in 1979, so he knows our region.	Jan Watkins

This is a small tour operator, which offers travel arrangements for USA, Canada, Australia and New Zealand. Is closely affiliated with The Travel & Marketing Company by Mr. Uli Edlmann. They have two annual brochures - one summer brochure with 44 pages just for the USA. Mr. Sanders is a passionate hot air balloon fan and leads tours. His idea is to create a worldwide product for this kind of tour. Wants to become the specialist for vacations with the focus on hot air ballooning. Therefore he is especially looking for contacts regarding this segment - but also interested in all the other things to build up an itinerary around the ballooning (accommodation/activities/outdoor etc.).

We work with: through ATI, but often also create our own tours.

Our company focuses on: Do not offer much product in the RMI region yet. Affiliated company with Uli Edlmann they offer FIT and small groups also to the RMI region.

Looking for: Ranch product, Incoming Agencies, Hotels (Budget), Hotels (High End), summer product, Hotels (mid-class), outdoor and activities - ballooning!

ARGUS



Contact Report

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

Contact

Company	Rocky Mountain Holiday Tours	Address	PO Box 2063
Contact	Gary Schluter		
Title	Owner		Fort Collins, CO 80522
Phone	(970) 482-5813	Ext.	
Mobile Phone		Country	
Salutation		E-mail	gary@rmhtours.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>
5/25/2012	5:06 PM	<p>Met with Hideki Gomi at RMI Roundup 2012 - business volume continues to grow, especially FIT and small groups (including motorcycles). Of the two RMI official receptive tour operators, RMHT is booking way more business in Glacier Country than America 4 You. Rocky Mountain Holiday Tours is THE receptive our partners should contract with, if interested in working with the international market.</p> <p>Official receptive for RMI group and leading regional receptive for custom groups and FIT/Fly/Drives to American West. Specialist for national parks, booking assistance for lodging, activities, ranches and winter ski programs.</p> <p>We work with: Tour Operators in all regions of Europe and Australia.</p> <p>Our company focuses on: Lodging, activities, ranches, Fly/Drives, and groups.</p> <p>Looking for: Lodging, activities, and ranches.</p>	Jan Watkins



Contact Report

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

Contact

Company	American Round-up	Address	Station Masters House
Contact	Mr. Nigel Selby		Fittleworth
Title	Director		West Sussex, RH 20 1ER
Phone	011-44 1798 865946	Ext.	United Kingdom
Mobile Phone		Country	nigel@americanroundup.com
Salutation	Nigel	E-mail	www.americanroundup.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>
5/29/2012	4:18 PM	Met with Nigel Selby at RMI Roundup 2012 - they have Triple Creek and Bar W ranches in their program. Nigel has been doing RV trips for 10-15 years, he took the RV itinerary. Please send info on Rich and Laughing Water Ranches.	Jan Watkins

American Round-Up primarily sells ranch vacations to UK clients. The company has been offering this type of vacation for well over 25 years. We currently have almost 30 ranches and outfitters across the RMI region. We offer flights, hotel accommodation and car hire for those looking to visit other parts of the area. RV rental is also available from Denver and Salt Lake City or from Calgary, Canada.

We work with: We deal directly with all the ranches and our prime source of hotel accommodation is through Rocky Mountain Holiday Tours.

Our company focuses on: Ranches and add-ons as described above.

Looking for: Ranches and hotels.



Contact Report

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

Contact

Company	Swanson's Travel Ltd.	Address	Vista Storgatan 32
Contact	Tommy Swanson		Box 164
Title	Owner		S-283 23 Osby,
Phone	011-46 0479 144 35	Ext.	Sweden
Mobile Phone		Country	
Salutation	Tommy	E-mail	tommy@swansons.se
		Web Site	www.swansons.se

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/25/2012	4:55 PM	<p>Met with Mr. Anders Persson (Director of Sales & Marketing, anders.persson@swansons.se) at RMI Roundup 2012 - Swanson's does 15 different guided trips to the US, with many departures for each tour (1-3 weeks). Typically they will guide a group tour for the first week, then split off into fly/drive tours for the balance of their holiday. Our region sells well to clients who are returning to the US for about the 4th time, when they are looking for the real America. Anders took hard copies of the itineraries and all materials.</p> <p>Swanson's is a tour operator that specializes foremost in travel to North America. We feature the largest tour programme in Scandinavia to the USA for both groups and individuals.</p> <p>We work with: Own contracting and ATI, American Tours International.</p> <p>Our company focuses on: Guided tours with Swedish tour leader, individual packaged tours with car and hotels, "Drive America."</p> <p>Looking for: Soft adventure products, ranches.</p>	Jan Watkins



Contact Report

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

Contact

Company	Ovet Viaggi	Address	V.le Papa Giovanni XXXIII, 110
Contact	Mr. Silvio Tarsia		
Title	Groups Department		24121 Bergamo,
Phone	011-39 035 243 723	Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Silvio	E-mail	silvio.tarsia@ovetviaggi.it
		Web Site	www.ovetviaggi.it

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	4:05 PM	Met with Silvio Tarsia at RMI Roundup 2012 - Silvio hasn't been to Glacier NP but he's sending clients. Gave him an overview. They use Denver & Seattle as gateways for direct flights from Frankfort & London. Please send 20 MT maps and itineraries. Ovet is a travel agency and tour operator established in 1972 and specialized in designing tailor-made travels for clients (honeymooners too) who appreciate unique experiences and authentic emotions. Ovet ensures all of its clients, private and corporate alike, consulting service, booking accommodations and air tickets worldwide. We work with: AlliedTPro. Our company focuses on: Guest and working ranches, lodges, sport activities. Looking for: Inbounds, hotels, ranches.	Jan Watkins



Contact Report

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

Contact

Company	Altrimenti Viaggi	Address	Via Montorio, 18
Contact	Martina Zaffani		
Title	Owner		37131 Verona,
Phone		Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Martina	E-mail	martina@altrimentiviaggi.com
		Web Site	www.altrimentiviaggi.com

Notes

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

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/29/2012	3:49 PM	<p>Met with Martina at RMI Roundup 2012 - Martini came on the RMI Mega-Fam 2011 in Glacier Country/ID. They are now guiding a MT/ID group tour (20 people max), using vans for 8-10 clients, and each van has a guide. Martini is one of the three guides and they are keeping busy. They are also doing taylor-made FIT in our area. Please email our suggested itineraries.</p> <p>Italian operator based in Verona specialized in escorted, Fly/Drives, groups, honeymooners and very strong in motorbiking tours. They have a specific section on their website with motorbiking tours in USA.</p> <p>We work with: Rocky Mountain Holiday Tours, Tourico.</p> <p>Our company focuses on: Escorted, groups, Fly/Drives, Fly&ride.</p> <p>Looking for: Ranches, receptives, itineraries for bikers, and tourism offices and cvb's.</p>	Jan Watkins