



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	2:12 PM	Met with Miguel at IPW14 Chicago. They consider themselves a major tour operator in Portugal and Brasil specializing in high end clients and tailor made trips. They began as a safari and DMC to east and south Africa and have expanded to become specialists around the world. They are adding luxury train trips to their portfolio. They are working on a program called "Wild West" They visited YNP area after IPW last year. They utilize Incentours out of Toronto Canada for their Cananda/Banff/GNP tour. No specific follow up at this time.	Debbie Picard



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	1:37 PM	Met with Greg at IPW14 Chicago. They work with Trek America and Intrepid tour companies as well. They offer adventure holidays in over 100 countries, with thousands of itineraries. In North America they have carried 15,000 clients throughout. They specialize in student, youth and adult active travel. They are looking for unique properties with character and charm (requested information on guest ranches) and adventurous activities. They are in need of winter product. Told them about our numerous ski resorts as well as snowmobile trails/tours, xc skiing and snowshoeing. They are also looking for soft adventure, hike, rafting, kayaking and unique overnights. All GC partners can contact Greg at greg.mazzola@peakadventuretravel.com	Debbie Picard



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Contact

Company	Premier Holidays	Address	Westbrook, Milton Rd
Contact	Heidi Blades		
Title			Cambridge, CB4 1YG
Phone		Ext.	United Kingdom
Mobile Phone		Country	
Salutation	Heidi	E-mail	heidi.blades@premierholidays.co.uk
		Web Site	

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	1:50 PM	Met with Heidi at IPW14 Chicago. They are a leading UK independent tour operator with 75 years experience in arranging tailor-made tours and have 27 retail shops. She had never been to Montana so wanted an overview of the activities we offer. She knows that ranching is very popular and wondered about agri-tours. All GC partners can follow up with Heidi at heidi.blades@premierholidays.co.uk	Debbie Picard



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Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	1:29 PM	Met with Barbara Livney at IPW14 Chicago. Exclusive France Holidays rolled out their new website in 2012 offering different types of products to FIT clients. Hotels, excursions, activities. They were looking for suggested itineraries to put up so that clients can build their own. They are looking to work with hotels in Montana. Clients ususally book an itinerary that includes an accompanying states but will stay 7 days in Montana. Interested hotels should contact Barbara at barbara@efh-group.com	Debbie Picard



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Contact

Company	Personal Scout Tours	Address	Ludger D. Bracht Sternstr23
Contact	Ludger Bracht		
Title			Munster,
Phone		Ext.	Germany
Mobile Phone		Country	
Salutation	Ludger	E-mail	bracht@personal-scout-tours.de
		Web Site	www.personal-scout-tours.de

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	3:26 PM	Met with Ludger at IPW14 in Chicago. They sell FIT packages to other retailers, tour operators and consumers. They are working on a booking engine as a tool for outfitters, wholesalers and tourism offices. The FIT products he is looking for is the ultimate adventure stuff. ATVing, Snowmobiling, tough skiing, Mountain biking. His group is usually from 2 to 10 people. Uses ATI, Tourico and American Ring as Receptives. He took the ranches information. GC partners can follow up with Ludger.	Debbie Picard



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Contact

Company	MLT Vacations Inc.	Address	700 South Central Ave
Contact	Meredith Buchanan		
Title			Atlanta, GA 30354
Phone	(404) 554-2092	Ext.	
Mobile Phone		Country	
Salutation	Meredith	E-mail	mbuchanan@mltvacations.com
		Web Site	www.mltvacations.com

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	1:11 PM	Met with Meredith at IPW14 Chicago. MLT Vacations is one of the largest providers of vacations in the US and manage multiple vacation package brands, including Delta Vacations. They have customizable vacation packages to hundreds of the worlds most loved destinations purchased through a travel agent or website or reservations center. Their Delta Vacations is a web based promo, email banners digital footprint. Talked with Marlee about Adventure based travel in the summer and ski season travel in the winter. Their demographics is 30 to 40 with above average median household income. GC partners can find more information at www.deltavacations.com or email Meredith for more information.	Debbie Picard



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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

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/19/2014	12:53 PM	Met with Sally McFadyen at IPW14 Chicago. One of the world's largest travel agency groups in 11 countries. They employ 13,000 ppl and have several different brands. They are cooping on the Brand USA deals They'd like someone to come and train their sales staff in their 6 main offices. We recommended she work with Caroline, our Australian RMI rep, and she will train. Suggested itineraries are great. No further follow up is needed at this time..	Debbie Picard



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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	

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	12:53 PM	Met with Nimfa at IPW14 Chicago. 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. They 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.but currently they just offer fly drive in Montana with product in Kalispell and Missoula. They need nmore hotels in Kalispell and Missoula. Also looking for restaurants and attractions info in the area, including ziplines. All GC partners can follow up with Nimfa at nimfa_calalang@ameriantours.com	Debbie Picard



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Contact

Company	Gastaldi1860	Address	Via Restelli, 5
Contact	Mariangela Candiani		
Title			Milan, 20124
Phone		Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Mariangela	E-mail	mcandiani@gastaldi1860.it
		Web Site	www.gastaldi1860.it

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	1:26 PM	Met with Mariangela at IPW14 Chicago. They offer fly-drive itineraries and are only online. They do some escorted tours. They are looking for an authentic Cowboys and Indians experience and have requests for ranch stays. Receptives they use include Team America, ATI and Tourico. For self drives they use American Ring. Billings and YNP are the only MT product. Follow up with Mariangela.	Debbie Picard



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Contact

Company	Allegiant Travel Company	Address	8360 S. Durango Drive
Contact	Paul Carr		
Title	Ancillary Product		Las Vegas, NV 89113
Phone	(702) 719-8179	Ext.	
Mobile Phone		Country	
Salutation	Paul	E-mail	paul.carr@allegiantair.com
		Web Site	

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	12:29 PM	Met with Sarah Smith at IPW14 Chicago. Allegiant is looking to provide low-cost travel packages that include not only air but hotel, rental car and entertainment tickets to their clients. They are looking to connect and package with 3 star hotels in the markets that they fly into and offer several options. Their Missoula numbers are up 3%. Any GC partners in Missoula wishing to partner with Allegiant can contact Sarah at sarah.smith@allegiantair.com	Debbie Picard



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Contact

Company	Senses Travel	Address	Vredehof8,
Contact	Frank ten Cate		
Title	Owner		Bussum, 01402
Phone		Ext.	Netherlands
Mobile Phone		Country	
Salutation	Frank	E-mail	info@sensestravel.nl
		Web Site	www.sensestravel.nl

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/3/2014	1:21 PM	I met with Frank ten Cate at IPW14 Chicago. Senses Travel provides customized, tailor-made holidays. Their central theme is "spoiling" the 5 senses, based on quality time, experiences, slow travel, lifestyle etc. focus on choices for clients that really suit their needs and ensuring long lasting and rewarding memories. The receptive operators they work with are AlliedTPro, Cruise America and Alamo. They have traveled and sent clients throughout the US except our RMI region. They will not be at Roundup but wanted to learn about ranch stays, wilderness lodges, outdoor activities, wildlife experiences, history and culture in Montana, Native Indian and culinary experiences from typical local food to farmers markets. Member partners specializing in these should email them information ASAP at info@sensestravel.nl	Debbie Picard



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Contact

Company	Hotelplan	Address	Sägereistrasse 20
Contact	Melissa Clausen		
Title			CH-8152 Glattbrugg,
Phone		Country	Switzerland
Mobile Phone		E-mail	melissa.clausen@hotelplan.ch
Salutation	Melissa	Web Site	www.hotelplan.ch

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	2:11 PM	Met with Bettina Guntert at IPW14 Chicago. They are the largest tour operator in Switzerland specializing in Fly-drive, escorted and special services. They want to find that special western experience for their clients. Looking to work with ranches and lodges in the RMI region. They work with RMHT as the preferred Receptive in the region as well as FTA, ATI, Bonotel, American Ring Travel and Go West Tours. Her counterpart Valentina is coming on the Montana #1 FAM after Roundup to find out more of what we have to offer. Follow up with Bettina at bettina.guentert@hotelplan.ch	Debbie Picard



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Contact

Company	HotelPlanner.com	Address	777 S. Flagler Dr.
Contact	Candice Collins		
Title			West Palm Beach, FL 33401
Phone	(800) 898-1347	Ext. 274	Country
Mobile Phone			E-mail
Salutation	Candice		www.Hotelplanner.com

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	2:43 PM	Met with Candice Collins at IPW14 Chicago. HotelPlanner.com provides online services to the global group hotel sales market. It allows customers to receive quotes online directly from hotels. They also operate meetings.com, a site that provides information on meetings and banquet venues for corporate and association meeting planners. They require a 10% commission and send out invoice upon checkout. All properties in GC that wish to participate contact Candice at candice.collins@hotelplanner.com	Debbie Picard



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Contact

Company	Vacances Transat	Address	6 Rue Truillot
Contact	Savine Coquel		
Title			94200 Ivry Sur Seine,
Phone		Ext.	France
Mobile Phone		Country	France
Salutation	Savine	E-mail	Sabine.Coquel@transatfrance.fr
		Web Site	www.vacancestransat.fr

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	3:36 PM	Met with Severine Hailot at IPW14 Chicago. Vacances Transat (Transat Group) is one of France's leading tour operator (wholesaler) specializing in the United States. It ranks among the country's top 3 operators in terms of volume of passengers to the US (roughly 11,000 each year). They do both escorted tours and fly-drive itineraries. Vacances Transat is looking into developing more itineraries in RMI region. They currently specialize in escorted groups (50-70 yr olds) with some FIT but not to MT yet. He wanted an overview since he has never been to MT. His group itineraries include Gardner to GNP and another GNP to Helena to YNP. follow up with him at severine.hailot@vacancestransat.fr	Debbie Picard



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140 North Higgins, Suite 204
Missoula, MT 59802

Contact

Company	Knecht Reisen	Address	Rohrerstrasse 100
Contact	Mr. Sascha Dimitriadis		
Title	Product Manager		CH-5001 Aarau,
Phone	01-41-62-8347111	Ext.	Switzerland
Mobile Phone		Country	Switzerland
Salutation		E-mail	sdimitriadis@knecht-reisen.ch
		Web Site	

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	11:34 AM	Met with Robin Engel at IPW14 Chicago. They are the 4th largest tour operator in Switzerland and offer a selection of FIT products to the USA. They produce 4 brochures for segments Alaska/Canada, Mortorhomes/Campers, USA, Powder Dreams (skiing and snowboarding) They work with RMHTs as the receptive in our region. She wanted Marlee to participate in funding the brochure for our state, roughly \$800. No need to follow up at this time.	Debbie Picard



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Missoula, MT 59802

Contact

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

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	1:33 PM	Met with Lindsey Iles at IPW14 Chicago. She is working on locating cabins, vacation rentals in Montana and wants to contact others to explain the merits of working with Expedia to smaller destinations. Gayle Holstrom will be coming to Missoula to make some sales calls this summer. Any smaller hotels/B&B's/Inns/Ranches that would like to have their products on Expedia should contact Lindsey at liles@expedia.com	Debbie Picard



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140 North Higgins, Suite 204
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Contact

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

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	1:24 PM	Met with Carsten Dubler at IPW14 Chicago. Faszination has specialized in golf and ski tours to the USA and Canada. Carsten Duebler came on the Sept. 2011 RMI mega-fam, and loved playing the Whitefish Lake GC. They work with America 4 You, as a receptive. 2-3 week fly/drive holidays are typical for their clients. They put out 2 new brochures every year as well as 2 websites. They are wanting to partner with MTOT on opportunites. They are up 100% in 2013 with 35,000 daily web visits and an 800,000 newsletter distribution. They are wanting to venture into ranch stays as their next venture focusing on longer stays. GC ranch partners are welcome to send information to Carsten at info@faszination-ferweh.de	Debbie Picard



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Missoula, MT 59802

Contact

Company	La Case Depart	Address	66 Boulevard de Strasbourg
Contact	Eric Duloutre		
Title			Paris,
Phone		Ext.	France
Mobile Phone		Country	
Salutation	Eric	E-mail	eric@lacedepart.fr
		Web Site	www.lacedepart.fr

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	11:50 AM	Met with Eric at IPW14 Chicago. They are a travel agency and tour operator specializing in fly-drive itineraries in the west as well as special interest groups (Elvis Presley French fan club) They want to improve their position in the US market and look for unique offerings. Marlee suggested working closely with Harve, our rep in France and to come to Roundup next year to see and experience the region. They wanted to know more about working ranches and that experience. GC working ranches can follow up with Eric at eric@lacedepart.fr	Debbie Picard



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140 North Higgins, Suite 204
Missoula, MT 59802

Contact

Company	Travelplan Australia	Address	118 Edinburgh Rd
Contact	Chris Dunlop		
Title			Castlecrag, NSW2068
Phone		Ext.	Australia
Mobile Phone		Country	chris@travelplan.com.au
Salutation	Chris	E-mail	www.travelplan.com.au
		Web Site	

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	12:47 PM	Met with Chris at IPW14 Chicago. They have been serving the Australian ski market for over 40 years. Their clients (families) seek mid mid to upper level product and mainly travel in January and usually stay for 10 days. They currently work with Big Sky Resort. If WMR wants this Australian business they suggest that a representative travel to Australia and work their shows so that clients know what they offer. Big Sky does this very successfully. WMR can follow up with Chris at chris@travelplan.com.au	Debbie Picard



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140 North Higgins, Suite 204
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Contact

Company	Tourico Holidays	Address	220 E. Central Parkway
Contact	Lauri Gagnon		Suite 4000
Title	Marketing Coordinator		Altamonte Springs, FL 32701
Phone	(407) 667-8700	Ext.	
Mobile Phone		Country	
Salutation	Lauri	E-mail	lauri.gagnon@touricoholidays.com
		Web Site	www.touricoholidays.com

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	12:21 PM	Met with Ivar Hottentot at IPW 2014 Chicago. Tourico Holidays is a leading global travel brokerage company. They are looking to contract directly with travel providers with a focus on hotel chains and cruise lines.. They work on a wholesale model to broker this inventory to international businesses using a proprietary technology. Deep discounts are required and a commission paid to be included on their website/catalogs. They have a new Sam's Club program that is working very well. Right now hthey have a 10 week training program for 26 new product managers. Sam Mignoni will be the product manager for our area. He says that pacing in up for Montana product by 125% Lodging partners can contact Ivar at ivar.hottentot@touricoholidays.com	Debbie Picard



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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	

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	1:43 PM	Met with Stepano Gnerucci at IPW14 Chicago. They specialize in FIT fly/drives into our region. Stefano has been to MT a couple times and was on the MT/ID FAM. He works well with Olga, the RMI rep in Rome. I will send him suggested itineraries as they are always updating their website www.strada66.com Any GC partner can follow up with Stefano at stefano.gnerucci@universalturismo.com	Debbie Picard



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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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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	2:29 PM	Met with Julie Klessen at IPW14 Chicago. They are the world leader in booking accommodations online with 550,000 room nights reserved each day (Priceline.com). They require a 15% commission when guest stay and are an At Will operation with no big long contract. They have an office in Seattle for customer service. They would like to work with all kinds of lodging from the small B&B to the ranches to the large luxury hotels. GC partners can follow up with Julie at julie.klessen@booking.com	Debbie Picard



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Contact

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

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	12:22 PM	Met with Iain Shields at IPW14 Chicago. They are a premium small group adventure specialist offering camping, lodging and family adventures. They focus on 18-30 year olds. 70% of their clients are solo female travelers. They also have a Grand product for 40-70 year olds. They offer over 70 unique itineraries from 3-64 days in length. All GC partners can follow up with Iain at ishields@trekamerican.co.uk	Debbie Picard



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Contact

Company	Senior Tours Canada	Address	225 Eglinton Ave W
Contact	Sandra Hirsimaki		
Title			Toronto, M4R 1A9
Phone		Ext.	Canada
Mobile Phone		Country	Canada
Salutation	Sandra	E-mail	sandra@stc.ca
		Web Site	www.stc.ca

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<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	2:53 PM	Met Sandra at IPW14 Chicago. They are the largest Canadian tour operator specializing in fully escorted group tours for the 50+ traveller. She would like to put a new itinerary together but doesn't know if it will involve flying in first. Discussed air into Billings or Bozeman. Reviewed activities in Billings, Bozeman, Missoula, Great Falls, GNP area. GC partners can follow up with Sandra at sandra@stc.ca	Debbie Picard



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Contact

Company	EagleRider Motorcycle Rental and Tours	Address	11860 S. La Cienega Blvd.
Contact	Stephen Johnson		
Title			Hawthorne, CA 90250
Phone	Ext.	Country	
Mobile Phone		E-mail	stephen@eaglerider.com
Salutation	Stephen	Web Site	www.eaglerider.com

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Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	12:59 PM	Met with Stephen at IPW14 Chicago. EagleRider is the world's largest motorcycle rental and tour company. They tour over 100 locations worldwide. They welcome over 100,000 riders annually to their fleet of 4,000 motorcycles and book more than 2 million in accommodations. They currently have a 16 day tour of the Canadian Rockies, GNP, Anaconda. They typically ride 250 miles a day. Currently they stay at the Pine Lodge in Whitefish, but would like more options. I will forward our motorcycle itinerary to get them a little off the beaten path (he requested) and other GC partners can contact Stephen at stephen@eaglerider.com	Debbie Picard



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	2:01 PM	Met with Masao Konda at IPW14 Chicago. They are a wholesaler selling product through partnerships with retail travel agencies in Western Japan. Specialities include hiking tours and Montana seems perfect for that. Most of their clients are nature seekers. She was very interested in the Bitterroot Valley and all the hiking that could be done there. She was curious about the accommodations in the Valley. I've sent her information on the Bitterroot Valley and any Glacier Country partner with hiking information can email Masao at konda-masao@vacation-ota.jp.	Debbie Picard



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	3:51 PM	Met with Gussy Haun at IPW14 Chicago as Incredible Adventures, but they are also G Adventures out of Canada. They offer adventure craving travelers an alternative to the resort, cruise, motorcoach tour. They combine camping with some hotel stays. They have a 22 day tour planned that includes Glacier Country this summer. Natural Wonders of the PNW flies into San Francisco up 101 to Portland/St Helens/Seattle/Cour D'Alene, GNP day 10-12, Helena, Yellowstone, Grand Teton, Salt Lake City, Yosemite, San Fran. 4 hotels, 17 camping. 14 passenger vans staying at West Glacier KOA. They are looking for a step on guide and thinks Glacier Guides is too expensive. We talked about possibly taking a Sun Tour and he asked for their information. She wants information on Tipi Village and other unique camping options. GC partners with any outdoor adventure opportunities for future tours can send information to Gussy at gussy@incadventures.com	Debbie Picard



Contact Report

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

Company	Adventure World	Address	P. O. Box 480
Contact	Stephen Lanfranco		Level 20, 141 Walker Street
Title			North Sydney, NSW 2059,
Phone	(612) 891-30755	Ext.	Australia
Mobile Phone		Country	
Salutation		E-mail	
		Web Site	

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	12:55 PM	Met with Heidi Bullough at IPW14 Chicago. Purchased by Travel Corp. This Australian company is seeing increasing interest in FIT tours (self/drive, multi-night stays) to the US. They think our region is a perfect fit for their company and that western National Parks are their best seller. They use Rocky Mtn Holiday Tours in our region as the receptive. They have just recently partnered with National Geographic. They are also interested in winter product. Their "Value Tours" program sells Big Sky and Sun Valley; follow up from Whitefish Mtn. Resort might be beneficial. They currently have a coach tour that starts in Edmonton includes GNP on down to Las Vegas. They are having trouble with a motorcoach that can cross border, looking for 25-32 passenger. GC partners can follow up with Heidi at heidi.bullough@adventureworld.com.ua	Debbie Picard



Contact Report

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

Contact

Company	Compagnies Du Monde	Address	5, Avenue de l'Opera
Contact	Jean Paul Laronde		
Title			75001 Paris,
Phone	Ext.	Country	France
Mobile Phone		E-mail	jplaronde@compagniesdumonde.com
Salutation	Jean	Web Site	www.compagniesdumonde.com

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	2:17 PM	Met with Nora Gherras at IPW14 Chicago. They specialize in high-end and luxury tailor made travels. They are at IPW looking for luxury hotels, self-drive tour itineraries as well as hotel or unique lodging that can be rented out for families. (Montana Island Lodge) She planned to visit YNP when we had hte government shut down, so went to Ranch at Rock Creek instead and LOVED IT. Luxury properties can follow up with Nora at nora@compagniesdumonde.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
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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: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	2:36 PM	Met with Charlotte Wells at IPW14 Chicago. Her colleague is visiting some ranches in MT this next week. Ranch at Rock Creek and Triple Creek. Their 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. The LatWFL might be a good fit for them. She would also like information on Flathead Lake Lodge and other luxury properties around GNP. Follow up with Charlotte.	Debbie Picard



Contact Report

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

Contact

Company	D'Aventure & Co.	Address	Le Suresna
Contact	Corinne Martin		
Title			Suresnes, 92150
Phone		Ext.	France
Mobile Phone		Country	France
Salutation	Corinne	E-mail	corinne.martin@daventureandco.com
		Web Site	www.daventureandco.com

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	12:36 PM	Met with Corinne at IPW14 Chicago. They prepare exclusive and custom made packages for high end groups and incentive groups. Each tour she sets up is prepared to the last detail to transform an incentive travel group into a unique travel experience. Their focus is on ranches and horseback riding vacations with a twist. Between IPW and Roundup we helped find Corinne site tour accommodations at Cheff's Guest Ranch, Rich Ranch and Resort at Paw's Up. From Glacier Country is wants to put together 2 FIT itineraries and 2 MICE Market itineraries for the off or shoulder season. 4 nights/5 days. 1 night Missoula, day 2 dog sledding, day 3 yurt stay with snowmobiling, day 4 stay in luxury...a really outstanding place as a reward. I will forward information on partners that can accommodate. Feel free to follow up with Corinne at corinne.martin@daventureandco.com	Debbie Picard



Contact Report

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

Company	Flight Centre Ltd	Address	Lvl8, 234 Sussex St
Contact	Sally McFadyen		
Title			Sydney, 2000
Phone		Ext.	
Mobile Phone		Country	
Salutation	Sally	E-mail	
		Web Site	www.flightcentre.com.au

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/2/2014	1:33 PM	Met with Sally at IPW14 Chicago. Flight Centre is one of the worlds largest travel agency groups with more than 2300 businesses in 11 countries. The company employs more than 13,000 people globally and has more than 40 brands. Marlee suggested working closely with Caroline Davidson our rep in Australia for future itineraries and to get Montana on their maps and into their campaigns. They are working with Brand USA for a June July program, Escape Travel and Adventure Travel. Their Travel Associates is their high end market. Marlee met with Sally on their Australia Mission in October 2013. They have lots of information on Montana and are seeing strong growth to the RMI region. No specific follow up at this time.	Debbie Picard



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	3:45 PM	Met with Priscilla at IPW14 Chicago. Jan Doets America Tours is a tour operator/direct sell specialist, only selling the USA and Canada. They contract directly with accommodations/attractions. Most fly into Denver or Seattle and rent a car/RV and they help them with itinerary. They do a lifestyle magazine and there was a 3 page spread on the Rockies. She is searching for activities to make the packages complete and wants to work directly with outfitters/attractions not through a receptive operator. GC partners can contact Priscilla at p.melse@jandoets.nl with their information.	Debbie Picard



Contact Report

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

Contact

Company	Svane Rejser	Address	Bagsvaerd Torv 8
Contact	Georg Mogensen		
Title	Product Manager		Bagsvaerd, 2880
Phone		Ext.	Denmark
Mobile Phone		Country	Denmark
Salutation	Georg	E-mail	georg@svanerejser.dk
		Web Site	www.svanerejser.dk

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/9/2014	12:44 PM	Met with Georg at IPW14 Chicago. 27 years in business offering leisure travel specializing in North and South America, Caribbean, Thailand, Mauritius and South Africa. They offer fly-drive and customized tailor packages. He is only familiar with and has visited YNP, but has heard great things about Montana. They currently have an itinerary that is a Canadian Rockies/GNP for FIT only. They work with the Big Boy US receptives. No immediate follow up is needed at this time.	Debbie Picard



Contact Report

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

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	12:34 PM	Met with Claudia at IPW14 Chicago. They are a German tour operator specializing in riding vacations, resorts, lodges and other unique accommodations and outdoor activities. (flyfishing, mountain biking and whitewater rafting) and winter activities (skiing, snow shoeing, dog sledding and snowmobiling) They work with recepetives inculding RMHTours, America 4 You, AlliedTPro, ATI, American Ring, Bonetel and Hotelbeds. They are always looking for more guest ranches to work with. Has found it difficult in the past to work with some GC ranches due to the commission they request. They currently utilize 8 guest ranches in Montana. Claudia attended the Montana #1 post fam and visited Bar W Guest Ranch and Izaak Walton Inn while here. She also left after and visited several more including McGinnis Ranch in Libby and Ranch at Rock Creek.. All GC partners with guest ranches from working to luxury that would like to work with Argus Reisen can contact Claudia at claudia@argusreisen.de	Debbie Picard



Contact Report

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

Contact

Company	Nihombashi Travellers Club Co Ltd	Address	Nisshokan Building 1F
Contact	Mr. Toru Nishiyama		1-10 Nihombashi Kabuto-cho
Title	Senior Managing Director		Tokyo 103-0022
Phone	81 (3) 3661-0111 Ext.	Country	Japan
Mobile Phone		E-mail	
Salutation	Toru	Web Site	

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	1:51 PM	Met with Mr. Toru Nishiyama IPW14 Chicago - They work with special interest travel for seniors in Japan. Their typical groups range from 15-20 people. Currently only in Colorado and New England. They've done a MT trip that included Bozeman + Yellowstone NP, then heads south. He has been to MT himself about 20 yrs ago, visited Glacier NP. He would like to put something together because he know what a beautiful place it is. No specific follow up needed at this time.	Debbie Picard



Contact Report

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

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	2:06 PM	Met with Karin Ochenbauer at IPW14 Chicago. They offer 220 different fly-drives, in addition to bus tours and activity packages, motorhome and biking itineraries as well as ski packages. They sell North America only. Our region is selling well to FITs who like to drive about 500 K/day (300+ miles). They are flying into Denver or Calgary and extending to Montana. They work with America 4 You for lodging arrangements. GC partners can follow up with Karin at office@amerikareisen.at	Debbie Picard



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	12:40 PM	Met with Trudi at IPW14 Chicago. Responsible Travel is a portal for green and responsible travel. They can offer help to the locally run accommodations, day trips and attractions that are mindful of the environment and their local community. There is no cost for hotels or attractions to sign up, and no commission is paid by the properties, just a commission paid by tour operators that utilize the accommodations/attractions that they have screened to be in their program. 350,000 monthly visits to their website. They have over 7,000 independent traveler reviews, over 17, 300 facebook friends, 7,300 twitter followers and 5,600 LinkedIn members. I recommend All Glacier Country partners look at their website and become members. If you would like more information you can visit their website at www.responsibletravel.com or contact Trudi at trudi@responsibletravel.com	Debbie Picard



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	12:46 PM	Met with Julie Anne Saucier and Isabelle Plourde at IPW14 Chicago. They specialize in the creation and implementation of "u-drive" travel packages for Europeans, but 90% are from France. They are at IPW looking for various lodging options. They have Helena and Kalispell in their self-drive tours. The hotel in Kalispell is the BW Rocky Mtn Lodge. They are looking for activities to include in their itineraries. When asked about a "MUST see" in Montana, everyone in the booth said Going-to-the-Sun Road. If you are an outfitter/actiivites in GC feel free to follow up with Julie at jasaucier@authentikusa.com	Debbie Picard



Contact Report

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

Contact

Company	Destination Canada	Address	217a The Parade
Contact	Michael Pound		
Title	Product Manager		Norwood SA, 5067
Phone		Ext.	Australia
Mobile Phone		Country	
Salutation	Michael	E-mail	michael@destinationcanada.com.au
		Web Site	www.destinationcanada.com.au

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	4:20 PM	Met with Neil Moreton at IPW14 Chicago. They are an independant travel wholesaler that focuses on Canada and are now expanding their product range into USA with Destination USA with a focus on the western states. They are looking for the "road less traveled" along with iconic products for small groups, self drives. Both Michael and Neil attended the Buckle Club party in Chicago. They want unique accommodations, wildlife and adventure activities with lots of authentic experiential activities. They are looking for unique ranch stays, kayaking and canoeing opportunities, fishing, horseback riding, river rafting and cruising, lodges, resorts and native experiences. All GC partners with these offerings are welcome to send and email to Neil at neil@destinationamerica.com.au	Debbie Picard



Contact Report

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

Contact

Company	Shanghai China Women International Travel	Address	room603 NO 2281 W Zhongshan RD
Contact	Miss Mengjuan Qi		
Title	Operations Manager	Country	Shanghai, 200235, China
Phone	86 (21) 54255323 Ext.	E-mail	
Mobile Phone		Web Site	
Salutation	Mengjuan		

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	2:44 PM	Met with Yolanda at IPW14 Chicago. This was a fact-finding meeting. This company is a "top ten travel agency in China". They have good connections with travel agents in the eastern Chinese market. It looks like they largely do travel services for inbound tourists, and are looking for more outbound business. She said they are now doing a trip that includes Yellowstone NP, and are interested in helicopter trips in Glacier National Park. Typical group size is 20-30 passengers. They also are doing a Canadian Rockies/Waterton trip. No specific follow up at this time.	Debbie Picard



Contact Report

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

Contact

Company	JRickers Travel Concepts	Address	269 NE 90th Street
Contact	Joerg Rickers		
Title			Miami, FL 33138
Phone	(305) 754-4445	Ext.	
Mobile Phone		Country	
Salutation	Joerg	E-mail	jr@jrtravelconcepts.com
		Web Site	www.jrtravelconcepts.com

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/3/2014	12:32 PM	Met with Joerg at IPW14 Chicago. They are a full service DMC, servicing all of the US for the last 12 years to the international markets. They specialize in escorted tours, event and incentive services as well as product launches throughout the US. They have a multilingual staff with offices in Miami and Phoenix. They are looking to work with 3 star hotels and higher and are interested to learn about restaurants and bars with local charm. He has a Danish/Swedish group of 35 coming for a 13 night trip in September. They are flying into Seattle and want to visit Canada too. I will send information, but partners are welcome to follow up with Joerg at jr@jrtravelconcepts.com	Debbie Picard



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	3:02 PM	Met with Christina Forster at IPW14 Chicago. They are Germany's largest tour operator for North America with offices in NY, Miami, and LA. They do FIT and coach. They have a 17 day that departs out of Seattle. This group is 50+ in age. The FIT is everything. She is asking about border crossing into Canada. Says Vancouver can be a nightmare. She is here looking for what's new to refresh their itineraries. They do offer product in Kalispell, GNP and Missoula. Follow up with Christina at christina.forster@dertouristik.com	Debbie Picard



Contact Report

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

Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	2:45 PM	Met with Anne Schmidt IPW14 Chicago. American Ring Travel is a receptive tour operator specializing in individual fly-drive tours, hotel and National Park accommodations, escorted coach tours and special groups. In their catalog they have 2 different suggested itineraries for individuals that fly-drive. Northwest 1 is a 22 day trip. Seattle, Port Angeles, Victoria, Vancouver, Banff, DAY 13 GNP, DAY 14 Missoula (include a stop at St. Ignatius Mission and National Bison Range) Yellowstone, Twin Falls, Pendleton, Portland. For most clients they customize and create a book for each. 7 night minimums. Coach tours they specialize in Danish/German tourists. They have created a Go As YOU PLEASE map in 7 languages and it includes our major cities in MT. GC partners can follow up with Anne at aschmidt@americanringtravel.com	Debbie Picard



Contact Report

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

Contact

Company	Phoenix Tours	Address	4F 25 Chang An East
Contact	Stanley Shao		
Title			Taipei,
Phone		Ext.	Taiwan, Province of China
Mobile Phone		Country	
Salutation	Stanley	E-mail	stanley.shao@phoenix.com.tw
		Web Site	www.travel.com.tw

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	12:38 PM	Met with Stanley at IPW14 Chicago. They handle more than 3,500 outbound groups per year. They focus on MICE groups mostly. They have a group coming into SLC to YNP to GNP to Canadian Rockies. They are staying at the Red Lion Kalispell and then over to St. Mary. We talked about activities and what to see while here. GC outfitters that are interested in Taiwan travelers/groups can follow up with Stanley at stanley.shao@phoenix.com.tw	Debbie Picard



Contact Report

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

Contact

Company	Kuoni	Address	Kuoni House
Contact	Jenna Shore		
Title			Surrey, RH54AZ
Phone		Ext.	United Kingdom
Mobile Phone			E-mail
Salutation	Jenna		www.kuoni.co.uk
			jenna.shore@kuoni.co.uk

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	3:14 PM	Met with Jenna at IPW14 Chicago. Kuoni is a well-known specialist in tailor made travel from the UK to the US. Specializes in fly-drives, complete itineraries and tailor made trips. The age range of clients us usually 50-70 yrs old. She is looking for boutique hotels. She was looking for an overview of Montana. If you have a boutique hotel and would like to follow up with Jenna at jenna.shore@kuoni.co.uk	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Exsus	Address	1180119 Fenchurch St.
Contact	Patrick Smith		
Title			London, EC3M5BA
Phone		Ext.	United Kingdom
Mobile Phone		Country	United Kingdom
Salutation	Patrick	E-mail	patrick@exsus.com
		Web Site	www.exsus

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	11:06 AM	Met with Patrick at IPW14 Chicago. They have been in business for 13 years and pride themselves on high-end luxury holiday packages for their clients. They launched into the US in July 2013 and are seeing a large demand for product in the US. It has turned out to be their easiest and largest sales region. They offer a bit in our region but wanted to know more. Their clients are 30-50 yrs old with very high spend on accommodations and experiences. They are intested in private guides that can take their clients to do several things and be with them through the experiences. GC partners can follow up with Patrick at patrick@exsus.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

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

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	2:23 PM	Met with Jane at IPW14 Chicago. They are the U.K.'s largest independent worldwide agency specializing in long-haul, tailormade holidays for the independent leisure traveller; more than 1 million people arrange their travels with their assistance. They are a direct sell retailer offering accommodation, flights, car hire, escorted tours, cruises, attraction tickets & rail journeys. They also publish an award-winning, annual tailor made brochure offering the widest range of North America ground products in the UK market. She says business to the US is great for FIT. They usually fly into Seattle or SLC and include GNP (Kalispell/Missoula) head to Billings/Yellowstone on another itinerary. They also do Amtrak trips and she is curious about the Izzak Walton Inn for her FIT as well as guest ranches, I will send her a link to their site. Jane was with us on the UK post FAM. She mentioned that her clients love Ranch stays but that most ranches are off dirt roads in Montana and that most rental car places have in their contract that if the car goes on dirt roads it is in violation of their agreement. They will only recommend ranches that have paved access. They utilize the BW Rocky Mountain Lodge in Whitefish because it is so hard to get access to in park lodges. She would really like a solution to that. I recommended that she visit Amy Dempster in Federal Row and chat with her about Park Lodges and availability. They utilize ATI as their preferred Receptive Operator. Follow up can me made to Janep@trailfinders.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Beijing Favor United Commercial Consulting Co	Address	1016 Shangdu Intl Ctr Twr
Contact	Jason Sui		Dongdaqiao Rd 8
Title			Beijing, 100020
Phone	Ext.	Country	China
Mobile Phone		E-mail	jason.sui@favorunited.com
Salutation	Jason	Web Site	www.lti-china.com

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/16/2014	1:00 PM	Met with Jason at IPW14 Chicago. Their main business includes representation, marketing and sales services for foreign travel agencies. They provide governmental relations consulting for the local offices of foreign coprtorations, embassies and consulates. MICE services for private business. He is looking for golf course vacations to Montana. Asked how far we are from Chicago where he has 3,000 ppl coming. He also has groups in Seattle...closer for us. All lodging partners with golf courses and hot springs should send Jason information at jason.sui@favorunited.com	Debbie Picard



Contact Report

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Contact

Company	Meier's Weltreisen/DERTOUR Gmbh	Address	Emil-von-Behring-Str. 6
Contact	Tino Swoboda		
Title	Product Manager		Frankfurt, 60439
Phone	011-49-69-95883734	Ext.	Germany
Mobile Phone		Country	
Salutation	Tino	E-mail	tino.swoboda@meiers-weltreisen.de
		Web Site	

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/17/2014	1:05 PM	Met with Tino at IPW14 in Chicago. They are one of Germany's leading tour operators and have many return customers. They cater to senior groups (50+ yrs), who enjoy sightseeing, walks, shopping and eating. Tino said they have a US/Canadian escorted bus tour with 5 departures, same for fly/drive. They currently use the Red Lion Kalispell for the GNP part of their trip. Follow up with Tino at tino.swoboda@dertouristik.com	Debbie Picard



Contact Report

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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.	Japan
Mobile Phone		Country	
Salutation	Yoshiyuki	E-mail	tanaka@splanner.com
		Web Site	

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/4/2014	12:52 PM	Met with Ken Takahashi at IPW14 Chicago. They are a tour operator for outbound to US, North America, Mexico, South America and Asia. The Japanese traveler likes a 6-7 day itinerary. They work mostly with groups but their FIT is growing. He was interested in general information about Montana and asked a lot of questions about air service, travel times between YNP/GNP and YNP/Rushmore. No immediate follow up is needed at this time.	Debbie Picard



Contact Report

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Contact

Company	Funway	Address	Third Floor, Northside house69
Contact	Melissa Tilling		
Title			Bromley, BR13WA
Phone		Ext.	United Kingdom
Mobile Phone			E-mail mtilling@funway.co.uk
Salutation	Melissa		Web Site www.funwayholidays.co.uk

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/10/2014	3:59 PM	Met with Melissa at IPW14 Chicago. They are a US specialist offering the USA Coast to Coast including Hawaii. They are concentrating on more fly-drive itineraries and want to move away from the 5 destinations that everyone is offering. She is putting together a multi state intinerary for 12-14 days. She wrote lots of notes about Glacier Country as I spoke and asked great questions about staying in Whitefish and GNP. Follow up with Melissa at mtilling@funway.co.uk	Debbie Picard



Contact Report

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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: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	1:13 PM	Met with Bart Verhoeff at IPW14 Chicago. Aireka/GoAmerica is an online tour operator that specializes in fly-drive itineraries. The USA is their main destination. Most of his business is fixed itineraries that are on his website. He uses receptive operators such as Rocky Mountain Holiday Tours, American Ring, ATI, Tourico, Travelco, GTA and Bonetel. Bart was on the RMI Mega Fam 2 years ago so he is very familiar with Glacier Country. He says that America is HOT right now and bookings are up 20%. Mainly going to CA/FL/NY but National Parks are on an upswing in requests. He will be at Roundup in Missoula and will be attending the Montana #2 FAM to Billings. He would like to do a special itinerary flying into San Fran and spending 3 weeks in the west. He suggests that the best way our members can work with him is to work with one of the receptive operators for shoulder season accommodations. Follow up with Bart at bart@goamerika.nl	Debbie Picard



Contact Report

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Contact

Company	Huapi Tour Operator	Address	Rua Aurora
Contact	Rodrigo Vieira		
Title			Sao Paulo,
Phone		Ext.	Brazil
Mobile Phone		Country	
Salutation	Rodrigo	E-mail	rodrigo@huapi.com.br
		Web Site	www.huapi.com.br

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	12:30 PM	Met with Rodrigo at IPW14 Chicago. They are a boutique operator that started 10 years ago and just 2 years ago in the US market. They specialize in FIT and small groups. Active people that like the outdoors and feel that our region is a perfect fit for their clients. They usually travel 7 days to 2 weeks i the US when they come. They are out and dedicated to finding new experiences to bring back and share with their customers. We discussed the benefits of Montana and what a visitors first experiences would be. Would love to come for a FAM tour. No specific follow up with Rodrigo at this time.	Debbie Picard



Contact Report

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Contact

Company	Wild China	Address	
Contact	Max Wang		
Title			Behjing,
Phone		Ext.	China
Mobile Phone		Country	
Salutation	Max	E-mail	max.wang@wildchina.com
		Web Site	www.wildchina.com

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	2:19 PM	Met with Max at IPW14 Chicago. He stopped by our booth. Wants off the beaten path for his clients. Asked why we promote Yellowstone. He is looking for luxury and wants information on Ranch at Rock Creek, Paws Up and Triple Creek emailed to him. I will follow up with these properties and see about sending information to him.	Debbie Picard



Contact Report

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Contact

Company	Shanghai Airlines Tours Intl Group	Address	Building 10
Contact	Diamond Zhu		
Title			Shanghai,
Phone	Ext.	Country	China
Mobile Phone		E-mail	shanghaisatrip@hotmail.com
Salutation	Diamond	Web Site	www.satrip.com

Notes

Date Range: 6/1/2014 - 6/30/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
6/18/2014	2:07 PM	Met with Diamond at IPW14 Chicago. They are a tour organizer/operator based in Shanghai since 1986 and specialize in inbound travel. Outbound since 1993 sending 7,000 a year to US. They dont have anything in GC right now just YNP. Talked a lot about car rentals and Big Sky, Billings info. No specific follow up at this time.	Debbie Picard