



Contact Report

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

Contact

Company	Press Tours	Address	Via Giovanni Da Procida
Contact	Maurizio Di Bella		
Title			Milan, 20149
Phone		Ext.	Italy
Mobile Phone		Country	Italy
Salutation	Maurizio	E-mail	statiuniti@presstours.it
		Web Site	www.presstours.it

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2014	3:38 PM	Met with Maurizio at Roundup 2014 Missoula. Press tours is recognized at one of the most technologically advanced in Europe specializing in long range destinations. They believe they have a very unique online reservation system. They also believe that the RM region has huge potential for their clients and have only been selling it for 1 1/2 years.. They produce itineraries for the fly-drive, young adults, honeymooners with a little in the escorted tours. They currently work with RMHT, American Ring, GTA, Bonotel, Hotelbeds, Tourico. Maurizio was on the Montana #1 FAM and was very interested in the attractions and outfitters that attended our mixer in Kalispell. Outfillers should follow up with Maurizio at statiuniti@presstours.it	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
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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: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2014	2:09 PM	Met with Benedetta Buonerba at Roundup 2014 Missoula. Alidays focuses on tailor-made itineraries to North America. They want to create unique travel experiences. She is at Roundup to meet with the tourism entities as well as research ranch stays and meet with receptive operators. There clients are mainly families and honeymooners. They also see the RMI region as great motorcycle country. I will send her our motorcycle itinerary. This was her first time to Montana and she was on the Montana #1 FAM so she got to see a lot of Montana. Follow up with Benedetta at benedetta@alidays.it	Debbie Picard



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Contact

Company	Ornella Travel	Address	39 Place Xavier Neujean
Contact	Jean Christophe		
Title	Assistant Manager		Liege, 4000
Phone		Ext.	Belgium
Mobile Phone		Country	
Salutation	Jean	E-mail	jcmichel@ornella.be
		Web Site	www.ornella.be

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	12:39 PM	Met Jean-Christophe at Roundup 2014 Missoula. They are a travel agency and tour operator specializing in cultural tours throughout the world for small French speaking groups, but mainly FIT to the US. Jean came to our region about six years ago on a MT/ID RMI Mega-Fam. He sells our region very well since his clients prefer MT type trips vs. big cities. Our region is usually a 3rd/4th trip to US and wanting to see Real America. He has an itinerary that flies into Bozeman, YNP, GNP, Canada, Seattle that lasts 18 days. Struggles with the rental drop off fees into another country. He wants to connect with unique properties; non-branded hotels, B&Bs, ranches for 3-4 days stays. He's also looking for activities suitable for FITs or small groups. He works with Rocky Mtn Holiday Tours for some elements of his itineraries. He was interested in the Bitterroot flower to bring back to his wife. After searching 2 nurseries, I could not find seeds. jean-christophe@ornella.be	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

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	3:31 PM	Met with Valentina Gril at Roundup 2014 Missoula. 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 work RMHT as the preferred Receptive in the region as well as FTA, ATI, Bonotel, American Ring Travel and Go West Tours. Valentina had never been to Montana before and was with us on the Montana #1 FAM. She was great when it came to participating in the roping and western experiences at Bar W. For futther follow up contact Valentina at valentina.gril@hotelplan.ch	Debbie Picard



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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.	Country
Mobile Phone			France
Salutation	Christian	E-mail	ccolonnette@jetset-voyages.fr
		Web Site	www.jetset-voyages.fr

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	2:00 PM	Met with Marc Garcia-Bastida at Roundup 2014 Missoula. They are a French tour operator offering fly-drive, city packages and escorted group itineraries. The majority of their clients are families looking for original activities. They focus on ranches, historic properties, original lodging as well as some chain hotels. They would like to offer more excursions in the region with horseback riding, wildlife viewing, fishing etc. They are at Roundup looking for those excursions to add to packages. They currently work with RMHT in the region. Follow up with Charles Julien at cjulien@jetset-voyages.fr	Debbie Picard



Contact Report

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Contact

Company	Teamamerica	Address	33 West 46th Street
Contact	Luisa Conzatti		
Title	Group Manager		New York, NY 10036
Phone		Ext.	
Mobile Phone		Country	
Salutation	Luisa	E-mail	luisa@teamamericany.com
		Web Site	www.dream.teamamericany.com

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	12:11 PM	Met with Pauline Targe at Roundup 2014 Missoula. They are a full service receptive tour operator in the states, Canada and the Caribbean. They are at RMI looking for lodging contracts/options for their diverse range of clients. I explained the Xanterra lodging options in the park and GPI lodging outside the park and have sent information on our elite ranches in Glacier Country. She is wanting rates for the Red Buses and outfitters/activities around GNP. Member partners that are interested in working with another receptive offering their lodging/activities to the clients can contact her at ptarge@teamamericany.com	Debbie Picard



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Contact

Company	Etnia Viaggi	Address	Via Vittorio Emanuele 57
Contact	Alessandra Crosato		
Title			Quinti di Treviso, 31055
Phone		Ext.	Italy
Mobile Phone		Country	
Salutation	Alessandra	E-mail	alessandra@etniviaggi.it
		Web Site	www.etniviaggi.it

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2014	3:01 PM	Met with Alessandra at Roundup 2014 Missoula. They are a small tour operator specializing in tailor made programs for all FIT, Honeymooners, couples travel. Yellowstone seems to be very popular with their clients right now. She is here to learn more about ranch stays and working with regional receptives. They currently work with Hotelbeds, Tourico, ATI, AlliedTPro, Bonotel, GTA. She was on the Montana #1 FAM and was very impressed with the unique accommodations at the Izaak Walton Inn. Follow up with Alessandra at alessandra@etniviaggi.it	Debbie Picard



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Contact

Company	Idee Per Viaggiare	Address	Via Leonetto Cappiello 14
Contact	Liberato Esposito		
Title			Roma, 00125
Phone		Ext.	Italy
Mobile Phone		Country	liberato@ideeperviaggiare.it
Salutation	Liberato	E-mail	www.ideeperviaggiare.it
		Web Site	

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2014	3:23 PM	Met with Liberato at Roundup 2014 Missoula. They specialize in highly personalized products for highly diversified and demanding clientel. Right now they send most clients to Polinesia, Middle East and Africa. They work with a lot of honeymooners and couples. They would like to improve thier tours to the USA. He is at Roundup to learn about ranch stays, and fly-drive itinerary options as well as meet our regional receptive operators. Currently they work with Teamamerica, GTA, Hotelbeds adn Tourico. Liberato was also on the Montana #1 FAM. He seemed to really like the Whitefish area. Follow up with Liberato at liberato@ideeperviaggiare.it	Debbie Picard



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Contact

Company	New World Travel	Address	5959 West Century Boulevard
Contact	Sonia Frey		Suite 610
Title	Director		Los Angeles, CA 90045
Phone	(310) 568-9393	Ext. 3220	Country
Mobile Phone			E-mail
Salutation	Sonia		sonia.frey@ca.newworldtravel.com
			Web Site

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	12:05 PM	Met with Sylvia Maw at Roundup 2014 Missoula. Sylvia is their Supervisor of the Group Department. They are a US Receptive operator offering tours in our region. Their "Best of West" bus tour with 8 departures includes Glacier Park Lodge & Red Jammer tour. They are interested in developing more product in Montana. They know that the National Parks are very popular right now. Sylvia is looking for lodging and activities and was on the Montana #1 FAM after Roundup and really appreciated the reception we had at Red Lion with all of the area activities. She would love a follow up at sylvia.maw@newworldtravel.com	Debbie Picard



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Contact

Company	DistinctTravel	Address	Takustr 39
Contact	Susanne Fuhrmann		
Title			Koln, 50825
Phone		Ext.	Germany
Mobile Phone		Country	fuhrmann@distincttravel.de
Salutation	Susanne	E-mail	www.distincttravel.de
		Web Site	

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	2:26 PM	Met with Susanne at Roundup 2014 Missoula. They are a German travel agency with a focus on travel to the US. At this point they are working on Camper Tours, fly-drive and motorcycle itineraries. They are working towards becoming a tour operator and are at Roundup looking for US Receptives to work with along with hotels, ranches, activities and to see GNP and lodges. Susanne has never been to Montana and was on the Montana #1 FAM. She loved the Izaak Walton Inn and ranches. She took extra time before she left to visit Flathead Lake before departing early from the FAM. Please follow up with Susanne at fuhrmann@distincttravel.de	Debbie Picard



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Contact

Company	Complete North America	Address	Colwick Quays Business Park
Contact	Charlotte Gill		Private Road No.2, Colwick
Title			Nottingham, NG4 2JY
Phone	Ext.	Country	United Kingdom
Mobile Phone		E-mail	charlotte@completenorthamerica.com
Salutation	Charlotte	Web Site	www.completenorthamerica.com

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	11:10 AM	Met with Andy Bowman at Roundup 2014. This company focuses on fly-drive holidays, city breaks and a few specifically selected escorted tours across the USA and Canada. They spend a significant amount of money sending their advisors to visit all the places they want their guests to visit to make sure they have all the tips and hints to plan the perfect vacations. They are a Roundup to see about adding tours to their itineraries that are different than their competition. They currently work with these US Receptive operators; RMHT, America4You, ATI and GTA Travel. Andy is specifically looking to put together a single state itinerary for a 2 week vacation. His FIT itinerary already has a YNP/GNP itinerary. Andy was on the UK post FAM and was impressed with Grouse Mountain Lodge and the hospitality of the area. Please follow up with Andy at andy@completenorthamerica.com	Debbie Picard



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Contact

Company	American Motors Travel	Address	73 Avenue Henri Ginoux
Contact	Celine Grandu		
Title			Montrouge, 92120
Phone		Ext.	France
Mobile Phone		Country	France
Salutation	Celine	E-mail	csamt@amtpromotion.fr
		Web Site	www.american-motors-travel.com

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	12:57 PM	Met with Celine at Roundup 2014 Missoula. They are a tour operator based in Paris. They organize motorized trips (cars and motorcycles) in the US. The Rocky Mountain region is new to them and would like to develop itineraries to enhance their offerings. They are interested in Ranch stays and activities that include 4x4ing. They are linked to Eaglerider who provides the motorcycles. They currently work with RMHT as the preferred receptive in the region. I will forward our motorcycle itinerary and they are also interested in rafting, horseback riding and heli tours. csamt@amtpromotion.fr	Debbie Picard



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Contact

Company	Meso Reisen GmbH	Address	Otto-Suhr-Str 59
Contact	Antje Gruber		
Title			Berlin, 10585
Phone		Ext.	Country
Mobile Phone			Germany
Salutation	Antje	Web Site	E-mail
			agruber@alternativ-tours.de
			www.alternativ-tours.de

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	3:39 PM	Met with Antje at Roundup 2014 Missoula. They are a German wholesaler offering travel to North America. They sell mostly FIT, fly-drive, B&B, motorhome, lodges and resort packages. Some escorted tours and some group tours. They work with RMHT in this region. They are here at Roundup to gather information on activities/adventures in the area. Follow up can be with Antje at agruber@alternativ-tours.de	Debbie Picard



Contact Report

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Contact

Company	Pioneer Erlebnisreisen GmbH	Address	Lenaustrabe 10
Contact	Linda Keskin		
Title			Tubingen, 72070
Phone		Ext.	Germany
Mobile Phone		Country	Germany
Salutation	Linda	E-mail	keskin@pioneertours.de
		Web Site	www.pioneertours.de

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	4:22 PM	Met with Linda at Roundup 2014 in Missoula. They are a German wholesale tour operator that sells trips to USA, Canada, Australia and New Zealand. She focus on Fly-drive caravan(motorhome) tours and ranch stays. She is at Roundup looking for itinerary ideas for the RV clients. She feels that RVing and ranch stays are the best for this region. Their clients are traveling for 2-3 weeks when they come to the US and are usually couples in their 50's that still enjoy the outdoors with wildlife, fishing, rafting etc. I will email RV itinerary to her. Others can follow up with Linda at keskin@pioneertours.de	Debbie Picard



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Contact

Company	UStravel.nl	Address	Dorpssingel 12
Contact	Jose Kraan		
Title			Beuningen, Netherlands
Phone		Ext.	
Mobile Phone		Country	
Salutation	Jose	E-mail	jose@nova-tours.nl
		Web Site	www.ustravel.nl

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	12:49 PM	Met with Jose at Roundup 2014 Missoula. They are a Dutch online tour operator specializing in USA and Canada. Their website offers fly-drive itineraries, accommodations, rental cars, motorhome rentals, flights and some escorted tours but their main clients are the individual traveler and want customized tours. They are looking for general information about the region, attractions and towns. They work with Bonotel, Travalco, Tourico Holidays, Hotelbeds and Tourmappers as US Receptives. Contact Jose for further follow up jose@nova-tours.nl	Debbie Picard



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Contact

Company	USA Travel SK GmbH	Address	Matternstrasse 10
Contact	Romy Lohse		
Title			Berlin, 10249
Phone		Ext.	Germany
Mobile Phone		Country	Germany
Salutation	Romy	E-mail	lohse@usatravel.de
		Web Site	www.usatravel.de

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	4:29 PM	Met with Romy at Roundup 2014 Missoula. They are a German tour operator specializing in travel to the USA. They are new to the RMI region and here at Roundup to become familiar with what we have to offer their clients. They want information on all accommodations (hotels are what they are used to booking, but just because they are most familiar with them.) RV's, rental cars and activities. They want to know about our National Parks. Romy attended the Montana #1 FAM and got to see a little of Glacier National Park. They currently use Tourico Holidays, GTA, Bonotel, Travelco and Tourmappers as their Receptives. Follow up with Romy at lohse@usatravel.de	Debbie Picard



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Contact

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

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	1:51 PM	Met with Corinne at Roundup 2014 Missoula. 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



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Contact

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

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	11:35 AM	Met with Sarah Lax at Roundup 2014 Missoula. Virgin Holidays is the UK's leading long haul holiday company. They sell holidays to the USA, Caribbean, Africa, the middle and far East, the Indian Ocean and Australia. I have met with reps from this company in the past at other shows and other than Yellowstone they haven't seemed interested in the rest of Montana. It's great that they are at Roundup that means that they are becoming more interested. They currently work with Hotelbeds, Bonotel and ATI as receptives in the US. Sarah attended the UK post FAM to learn more about Glacier National Park area. She has extensive travel knowledge and seemed genuinely intersted in developing itineraries to include Glacier Country. She is always looking for that innovative twist. Follow up at sarah.lax@virginholidays.com	Debbie Picard



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Contact

Company	Virgin Holidays Worldwide Journeys	Address	The Galleria, Station Road
Contact	Martin Murray		
Title			Crawley, RH10 1WW
Phone	Ext.	Country	United Kingdom
Mobile Phone		E-mail	martin.murray@virginholidays.com
Salutation	Martin	Web Site	www.virginholidaysjourneys.co.uk

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	11:45 AM	Met with Martin at Roundup 2014 Missoula. This is a division of Virgin Holidays that specializes in escorted tours to a diverse range of countries and destinations covering 5 continents. They all offer a selection of really special experiences, it might be a world renowned site or something unexpected. The tours are designed to cover different aspects of each country, highlighting its culture, nature and wildlife. They currently work with Hotelbeds, Bonotel and ATI as US Receptives. They don't currently have tours to Glacier Country so it was great to have Martin on the UK post FAM. He took lots of pictures and was amazed at the scenery that Montana has to offer. Follow up with Martin at martin.murray@virginholidays.com	Debbie Picard



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Contact

Company	Argus Reisen GmbH	Address	Alte Dorfstrasse 44A
Contact	Claudia Nagel		
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Mobile Phone		Country	
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		Web Site	www.argusreisen.de

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	2:18 PM	Met with Claudia Nagel at Roundup 2014 Missoula. They are a German tour operator specializing in riding vacations, resorts, lodges and other unique accommodations and outdoor activities. (flyfishing, mountain biking and whitewater rafting) and winter activities (skiing, snow shoeing, dog sledding and snowmobiling) They work with recpetives inculding RMHTours, America 4 You, AlliedTPro, ATI, American Ring, Bonetel and Hotelbeds. They are always looking for more guest ranches to work with. Has found it difficult in the past to work with some GC ranches due to the commission they request. They currently utilize 8 guest ranches in Montana. 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



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Contact

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

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2014	4:31 PM	Met with Karen at Roundup 2014 Missoula. They specialize in high-end complex tailor-made itineraries. Their staff travels the regions to know their product to meet their clients exact needs. They work with RMHT in the region for recpetive services. Karen was really taken with the Bitterroot Valley when we travelled it for the Roundup FAM. She loved downtown Hamilton. She is interested in cabins in the Bitterroot. Karen was also on the UK post FAM. The weather didn't agree with us so she took photos of the photos in the Apgar Visitor Center to take back with her. She posted over 50 photos with our hashtag #RMIRoundupMT. Follow up with Karen at karen.niven@bon-voyage.co.uk	Debbie Picard



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Contact

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

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	11:51 AM	Met with Michael Pound and Neil Moreton at Roundup 2014 Missoula. 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 were on the Montana #1 post FAM. They loved the scenery and how well we work and proximity to Canada for their already established business clientel. They want unique accommodations, wildlife and adventure activities with lots of authentic experiential activities. They are at RMI looking for unique ranch stays, kayaking and canoeing opportunities, fishing, horseback riding, river rafting and cruising, lodges, resorts and native experiences. All member partners with these offerings are welcome to send and email to Michael at michael@destinationcanada.com.au	Debbie Picard



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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: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	11:56 AM	Met with Lena Ross Roundup 2014 Missoula. They are one of 2 official RMI receptive tour operators and sell soft adventure travel including ranch vacations, National Park adventures, city programs, Native Indian culture, winter vacations and flexible self drive itineraries. They work with over 40 European Operators, specializing in Germany. They are hoping to re-establish old contracts and learn about new products. Member partners that are looking to contract with a receptive tour operator to reach the European International market can contact Lena at lena@america4you.net	Debbie Picard



Contact Report

Debbie Picard, 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: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	11:58 AM	Met with Chris Pilley and Gary Schluter at Roundup 2014 Missoula. RMHT is an official receptive tour operator for RMI, based in Colorado and specialize in the Western US especially the National Parks. FIT lodging is their biggest focus, they also work with ranches, activities of all types and resorts. Chris says they are booking a lot in the Kalispell area, and some in Whitefish. For partners that want to work with international visitors, I highly recommend that they contact RMHT for a discussion on how they can work with your business to promote it to the international visitor. They are especially looking for activity bookings right now. Email Chris at chris@rmhtours.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	Frontier America	Address	Station Masters House
Contact	Christine Selby		Tripp Hill, Fittleworth
Title			West Sussex, RH20 1ER
Phone		Country	United Kingdom
Mobile Phone		E-mail	christine@frontier-travel.co.uk
Salutation	Christine	Web Site	www.frontier-america.co.uk

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	11:20 AM	Met with Christine at Roundup 2014 Missoula. Frontier Travel has been selling holidays to Canada for over 20 years and in 2013 they took this expertise over the border into the USA. They have already developed a range of self-drive itineraries, wildlife viewing opportunities, summer activities and accommodations from 5 star to rustic. They are at Roundup to find boutique hotels, RV companies and guest ranches. They currently work with these US Receptives RMHT, Travelcube, and Bonotel. She specifically asked about B&B's in Bigfork and Polson areas and wanted contact information from The Keep and Blue Canyons where we had dinner in Missoula. She also is interested in Sun Tours for their Native American perspective. Send her information. Follow up with her at christine@frontier-travel.co.uk	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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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	Country	United Kingdom
Mobile Phone		E-mail	nigel@americanroundup.com
Salutation	Nigel	Web Site	www.americanroundup.com

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2014	4:22 PM	Met with Nigel at Roundup 2014 Missoula. They specialize in ranching holidays and represent over 60 properties, trail rides, pack trips and white water rafting operators across western USA and Canada. Their expert knowledge enables them to find the right ranch for their clients whether they are experienced riders or a mixture of abilities. Every holiday is tailor-made. They work with RMHT and Bonotel. All adventure outfitters should contact Nigel at nigel@americanroundup.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	America As You Like It	Address	2 Oxford House
Contact	Maggi Smit		
Title			London, W4 RDH
Phone	Ext.	Country	United Kingdom
Mobile Phone		E-mail	maggi@americaasyoulikeit.com
Salutation	Maggi	Web Site	www.americaasyoulikeit.com

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2014	3:54 PM	Met with Maggi at Roundup 2014 Missoula. They claim to be the experts in the USA and Canada and offere a unique program of fly-drives, city breaks and accommodations. Their holidays are tailored to completely match each individual clients requirements and their flexible approach means clients ahve the option to book a complete package including flights or just the ground arrangements. GO FISHING WORLDWIDE features freshwater and saltwater fishing around the world for angling enthusiasts as well as catering for non-fishing companions. WINDOWS ON THE WILD brings a range of unique and exciting wildlife holidays and adventures including watching, dog sledding, canoeing and adventure experiences. They work with RMHT, GTA, Hotelbeds, Tourico. Maggi attended the UK post FAM. follow up at maggi@americaasyoulikeit.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		Country	United Kingdom
Mobile Phone		E-mail	carolyn.stead@trailfinders.com
Salutation	Carolyn	Web Site	www.trailfinders.com

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	11:27 AM	Met with Jane Payser at Roundup 2014 Missoula. They are the U.K.'s largest independent worldwide agency specializing in long-haul, tailor-made holidays for the independent leisure traveller; more than 1 million people arrange their travels with 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. Follow up can be made to Janep@trailfinders.com	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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Contact

Company	American Vacations	Address	Akeleibaan 60
Contact	Harry van Os		
Title	Office Manager		2908 KA Capellea ann den Ussel,
Phone	011-31-10-258-42-11	Ext.	Netherlands
Mobile Phone		Country	
Salutation	Harry	E-mail	harry@americanvac.nl
		Web Site	

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	11:45 AM	Met with Rob Zegveld at Roundup 2014 Missoula. American Vacations is a web-based tour operator that specializes in travel to the USA. FIT only, no groups. They customize their tour itineraries based on clients needs, wants and desires. They plan it all from air, car, hotel and attractions. For the Rocky Mountain region they go to RMHT as their US Receptive operator. They are at Roundup to learn more about the region and to get new ideas and tourism products. Rob loved the trip down the Bitterroot and was on the Montana #2 post FAM. Future follow up with Rob at rob@americanvacations.nl	Debbie Picard



Contact Report

Debbie Picard, Glacier Country Regional Tourism
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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: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	11:51 AM	Met with Bart Verhoeff at RMI Roundup 2014 Missoula. 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 3 years ago so he is very familiar with Glacier Country. He is looking for great photos to use on his facebook promotions. I will also send him the link to our group photos and he will let me know if he needs anything further. In looking at his website every GO has it's own page. 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. Bart won our intagram photo contest for Most Scenic. He also attended the Montana #2 post fam to Billings. bart@aireka.nl	Debbie Picard



Contact Report

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Contact

Company	Great Lakes Travel	Address	Stationslaan 4
Contact	Nicole Witteveen		
Title			Deurne, Netherlands
Phone		Ext.	
Mobile Phone		Country	
Salutation	Nicole	E-mail	nicole@greatlakes-travel.nl
		Web Site	www.greatlakes-travel.nl

Notes

Date Range: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/19/2014	11:59 AM	Met with Nicole at Roundup 2014 Missoula. Greatlakes-Travel is a tour operator specializing in customized travel to the USA and Canada. Their website shows several basic tours, but they will customize itineraries based on client needs. Most of their clients when looking at our area want the Great Outdoors itineraries. Right now they have a 21 day itinerary starting in Denver and includes YNP, GNP, Waterton, Banff onto Seattle and out. They do not use a receptive and prefer direct contact with suppliers. They are at Roundup to get more information about the Rocky Mountain region and meet smaller suppliers that stand out in a crowd. If you would like to follow up with Nicole her email is nicole@greatlakes-travel.nl	Debbie Picard



Contact Report

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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: 5/1/2014 - 5/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/22/2014	2:37 PM	Met with Andrea (male) Massardi at Roundup 2014 Missoula. They are one of the leading companies in Italy producing motorcycle tours in Europe, Africa and USA. They range from 7-21 days. They also offer guided tours with an italian speaking guide. They pride themselves on quality of service, excellent tour guides and original tours. They participate in several different motorbike shows. Their clients are Hog members and Motoclub members and work directly with the Harley market. Currently they have a tour that only comes into Montana as far as West Yellowstone and Bozeman. Their maximum size group is 8 and they stay in motels to higher end ranches. Just depends on the clients. I will send our motorcycle itinerary and others can follow up with Andrea at booking@altrimentiviaggi.com	Debbie Picard