



Report: Trade Show Contacts

Created By: Nicole Gonzalez

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Category: All Categories

Contact Tags: IPW17 DC

Contact Name	Ken Takahashi	Address	Nishi-Temma Work Bldg. #201 3-4-5 Nishi-Temma, Kita-Ku, Osaka-shi
Title			Osaka 530-0047, Japan
Account	S.Planner Co., Ltd	Phone	
		Email	takahashi@splanner.com

Date	Regarding
07/26/2017	Met with Ken Takahashi at IPW17 in DC. Their company handles Japanese groups and FIT for leisure and business. Our region is strong for students, families and honeymooners. He says that Montana is not well known in Japan so it is not requested. Hiking is popular with his clients so thinks our region would be great. He requested information on our main airports, National Parks, American History and student activities.

Contact Name	James Butler	Address	New Mill, New Mill Lane, Witney
Title	North America Program Manager		Oxfordshire, OX29 9SX United Kingdom

Account Audley Travel **Phone** 011-441993838701
Email james.butler@audleytravel.com

Date **Regarding**

07/26/2017 Met with James at IPW17 DC. I last met with him at IRU in Cody just after seeing him at GWS in Anchorage. Audley is a dynamic, award-winning company, specializing in travel to all four corners of the world. They launched a USA program in 2012 and it is now their most popular overseas destination. With over 35,000 passengers a year and 80% of clients are repeat or recommended. They pride themselves on superb destination knowledge and the finest client service. Audley is principally a direct sell FIT tour operator selling bespoke holidays to a discerning, educated, adventurous, and well-traveled clientele. Offices in Oxfordshire and London, and an office in Boston (Massachusetts) selling overseas trips to the US market. James believes they have the right client base for GNP. They work with RHMTours as the receptive in our area but have identified a couple of businesses that they would like to work with. Boutique property in Missoula, Belton Chalet and Glacier Guides in WG. They would also like information on Glacier Under Canvas and I will send him contact information. James flew into Montana before Roundup and visited Gibson Mansion and a few other sites. Glacier Guides is working with RMHT which really helps get their clients into Glacier National Park. Really like what Montana has to offer. THIS is a highly qualified and GREAT company. James let us know that he will be moving to the Canada/Alaska team and that Will Scott will be taking over will.scott@audleytravel.com

Contact Name [Manuela Duebler](#) **Address** Wintergartenstr. 14
Title CEO D-69469 Weinheim,
Germany
Account Faszination Fernweh GmbH **Phone**
Email info@faszinationski.de

Date **Regarding**

07/26/2017 Met with Christian and Manuela Dubler at IPW17 DC. 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 RMHTours, ATI and America 4 You, as a international inbound receptives. 2-3 week fly/drive holidays are typical for their clients. They have a 21 day through the region and RMI has helped with the promotion of it. As for skiing, Big Sky is well known and Whitefish a little. It's hard to get Germans to travel this far to ski when they can go in their own backyard. GC partners are welcome to send information to Manuela at m.duebler@faszination-fernweh.de

Contact Name	Joseph Sublaban	Address	3773 Howard Hughes Parkway #390N Las Vegas, NV 89169 UNITED STATES
Title			
Account	Bonotel Exclusive Travel	Phone	
		Email	josephs@bonotel.com

Date	Regarding
07/26/2017	Met with Joseph at IPW17 DC. Bonotel is both a leading distributor and sales and marketing partner of both branded and boutique luxury hotel rooms to a diverse network of international tour operators. The company works with a network of more than 2,200 hotel partners and provides distribution to more than 1,500 international tour operators. They have offices in NY/Vegas. If you are a luxury property and would like to work with a international inbound, contact josephs@nonotel.com

Contact Name	Maki Morita	Address	Nisshokan Building 1F 1-10 Nihombashi Kabuto-cho , Tokyo 103-0022 Japan
Title			
Account	Nihombashi Travellers Club Co Ltd	Phone	
		Email	morita@travellers.co.jp

Date	Regarding
07/26/2017	Met with Maki at IPW17 DC. - 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 National Park, then heads south. The demographics of the group is 60 to 80 years old. Again our region is not well known in Japan. Clients love nature, wildlife watching, hiking and stargazing. All GC partners can follow up at morita@travellers.co.jp.

Contact Name	Kenichiro Komatsu	Address	2130 Sawtelle Blvd. #207A Los Angeles, CA 90025 UNITED STATES
Title			

Account H.I.S. International Tours Inc. **Phone**
Email komatsu.kenichiro@his-world.com

Date 07/26/2017 **Regarding** Met with Ken at IPW17 DC. Retail travel agency with 295 cities, 64 countries, 510 branches. They are Japans 2nd largest travel agent in the FIT market. They had been sending a lot of clients to Utah, but it is now too busy and they need a new destination for a 7-9 day tour. I proposed the Canadian Rockies into Montana itinerary and he LOVED the idea and would consider flying into Calgary. I will follow up with him on suggested routes. Other GC partners can follow up at komatsu.kenichiro@his-world.com

Contact Name [Maike Lenders](#) **Address** Bogardeind 229
5664 EG
Title Geldrop,
NETHERLANDS
Account Travelhome **Phone**
Email maike.lenders@travelhome.nl

Date 07/26/2017 **Regarding** Met with Maike at IPW17 DC. Travelhome is the largest RV rental specialist int he Netherlands. Key destinations are US, Canada followed by Australia/New Zealand. They book packages including RV rental, flights, accommodations, excursions, trains, custom itineraries. They work with Cruise America. Needs content for their new website going live in 2018. She visited Glacier National Park, stayed at Many Glacier Campground. I provided our RV itinerary and other information on the usb drive. GC follow up at maike.lenders@travelhome.nl

Contact Name [Dirk Buttner](#) **Address** Alte Dorfstrasse 44A
Title CEO 37120 Bovenden,
Germany
Account Argus Reisen GmbH **Phone** 011-4955948049490
Email dirk@argusreisen.de

Date **Regarding**

07/26/2017

Met with Dirk at IPW17 DC. Also met with him at IRU, Cody. We usually see Claudia at these functions but she had a baby. 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 receptives including RMHTours, America 4 You, ATI, American Ring, Bonetel, GTA and Adventure Travel West. They are always looking for more guest ranches to work with and outdoor activities and outfitters. 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 Dirk at dirk@argusreisen.de or Claudia at claudia@argusreisen.de or Elena at info@argusreisen.de

Contact Name	Jingdan Li	Address	1805, No 19 Guangwei Rd
Title			Guangzhou, CHINA
Account	Guangdong Nanhu International Travel Service Co.	Phone	
		Email	lijingdan@nanhutavel.com

Date **Regarding**

07/26/2017

Met with Jingdan at IPW17 DC. Nanhu, founded in 1995, has been one of the biggest and well-known travel enterprises with 135 shops and 13 branches in GZ. Nanhu is a group company engaged in Chinese inbound and outbound tour operations: aviation services, hotel, scenic, and transportation. We are also the biggest charter flight operator in South China. The first agent who operated a scheduled charter flight to Maldives. In 2012, they begun to operate the charter from Chengdu to Vancouver. Operated the short term charter to Australia, Korean, Japan, Thailand, Philippines etc. They are familiar with YNP and want to know beyond Yellowstone. Gave lots of information. GC partners can follow up.

Contact Name	Hannah Wright	Address	Level 4, 1230 Nepean Hwy
Title			Cheltenham, Victoria, AUSTRALIA
Account	APT	Phone	
		Email	hannah.wright@aptouring.com.au

Date **Regarding**
07/26/2017 Met with Hannah at IPW17 DC. Clients are high end, luxury, age 55+. They send 10,000 ppl per year to US/Canada. Couch tours only, no FIT. 20 to 40 ppl average size tours. Interested in combining a tour with Montana/Canada. Need all the information so GC partners can follow up with them for accommodations and attractions.

Contact Name	Martina Dubs	Address	Via Imbriani 11
Title			Trieste, ITALY
Account	Cividin - Your Travel Planner	Phone	
		Email	martina.dubs@cividin.com

Date **Regarding**
07/26/2017 Met with Martina at IPW17 DC. Cividin Your Travel Planner is an Italian, family-owned tour operator based in Trieste, Italy. Specialized in tailor-made itineraries, honeymoon, and upmarket tours. Promotes USA, Australia, New Zealand, and Pacific Islands. Looking for a wide range of products: boutique hotels, ranches, family deluxe resorts, and exclusive experiences. Met with Martina. Have included Montana itineraries. Doubled their US business in past year. Want to show their clients experiences they can have, looking for ranch vacations, want to push ski experiences. Says their clients spend money. 70% repeat clients. Honeymooners, families. Winter season is on the rise. Provided guides, usbs, regional info. Using RMHTours.

Contact Name	Michelle Vejar	Address	138 W. 25th Street, Suite 2R
Title			New York, NY 10001 UNITED STATES
Account	Secret Escapes	Phone	
		Email	michelle.vejar@secretescapes.com

Date **Regarding**

07/26/2017 Met with Michelle at IPW17 DC. Met with Michelle. Company began in 2011. Have 31 million members in 17 countries. They send relevant content in emails to geotargeted subscribers . They work with hotels directly to offer distressed inventory, last minute deals. Goal is to get clients to take a trip they weren't planning to a destination they weren't aware of. They want to add additional destinations - 4-5 star hotels. Interested hotels should contact her.

Contact Name	Zvi Kesner	Address	82, Derech Menachem Begin
Title			Tel Aviv, ISRAEL
Account	Rimon Tours	Phone	
		Email	kesner@rimon-tours.co.il

Date	Regarding
07/26/2017	Met with Zvi at IPW17 DC. They bring groups to the US via catalog and internet sales. Does not currently offer MT. Offers classic East Coast and Western destinations and UT Nat Parks and design their own programs. 19 nights is their most popular itinerary. Love resorts. Requested itineraries. Gave MT guide, usbs, regional info.

Contact Name	Faith Brillinger	Address	250 Yonge Street, Suite 2301
Title			Tronto, Ontario M5B 2L7 Canada
Account	TravelZoo Canada Inc.	Phone	
		Email	fbrillinger@travelzoo.com

Date	Regarding
07/26/2017	Met with Faith at IPW17 DC. They are a global internet company with more than 26 million subscribers in Canada. They have very high end clients, US is the number 1 destination. They are working with Brand USA to engage and inspire travelers. Its a program that targets their members based of interest. They work with tourism boards to sponsor content, they feature destination microsites. They give engagement measurements (3,000,000 FB followers) It's a 10K minimum investment. No follow up is needed.

Contact Name	Ismail Saoud	Address	53 King Hussein Street
Title	General Manager		Amman, ISRAEL
Account	Jerusalem Express Travel (JET)	Phone	
		Email	ismail.abusaoud@jet.jo

Date **Regarding**

07/26/2017 Met with Ismail at IPW17 DC. They are a travel agency that mainly deals with Holy Land tours. His tours to US have increased. Mainly to NY, Chicago, Miami but in the last 5 years he has helped over 2000 people come to visit. He is here looking for new destinations and is interested in the Rocky Mountain States and National Parks. He is looking for 4 star hotels for honeymooners and affluent travelers. We discussed our luxury guest ranches and The Lodge at Whitefish Lake. Direct flights from Amman to NY and Chicago are helpful. Discussed flights into MT. FIT (families and VIPs) and groups between 5-10 pax. 4-5 star hotels, 2-3 nts max as part of 2 week stay in US. Also runs 2-3 student groups per yr. Discussed variety of resorts and ranches. Provided MT guide, maps, info and usb's Higher end properties should follow up with Ismail.

Contact Name	Priscilla Melse	Address	Gerrit Rietveldweg1 1703 DD
Title	Product Manager		Heerhugowaard, Netherlands
Account	Jan Doets America Tours	Phone	
		Email	p.melse@jandoets.nl

Date **Regarding**

07/26/2017 Met with Priscilla at IPW17 DC. 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. She was REALLY interested in biking the GTTSR. Glacier Guides! GC partners can contact Priscilla at p.melse@jandoets.nl with their information.

Contact Name	Sandra Hao	Address	Rm 1725 Hanwei Plaza Building
Title			Beijing, CHINA
Account	Footmark Travel Services Co.	Phone	
		Email	sandrahao@ftourworld.com

Date 07/26/2017 **Regarding** Met with Sandra at IPW17 DC. Footmark Travel is a professional travel consultant company in Beijing. Footmark tours Corporation has grown into a multi-national company. Specialized services include: international business and leisure travel, deep traveling, corporate meetings and events planning, overseas training, and business assessment trips. Met with Sandra. Wants to expand more into MT. Coming into YNP through South Entrance. Requested itineraries from YNP to GNP, including nature and sightseeing. Provided MT guide, usbs, regional info.

Contact Name	Ben Lee	Address	Rm 3301, First Floor 133 Ti YuXi
Title			Guangzhou, Guangdong, CHINA
Account	Zuzuche.com	Phone	
		Email	ben@Zuzuche.com

Date 07/26/2017 **Regarding** Met with Ben at IPW17 DC. Zuzuche is the largest online car rental reservation platform and FIT travel product platform in China. Founded in 2011, Zuzuche works closely with global suppliers in the industry and has become the dominate car rental consumer-facing platform in China. Starting spring 2016, Zuzuche has been providing tickets to attractions, activities, tours, packages, and other destination services that our self-driving travelers need. Over the course of last year, Zuzuche has helped over 150,000 Chinese travelers to discover US with much in-depth experience. They give advise when people rent their cars. No follow up is needed.

Contact Name	Heather Campbell	Address	Level 4, 25 Watt Street
Title	Operations Officer		Newcastle, NSW, AUSTRALIA

Account Scenic **Phone**
Email heather.campbell@scenic.ca

Date **Regarding**

08/11/2017 Met with Heather at IPW17 DC. Proudly Australian and family owned, Scenic was founded in 1986. Scenic offer fully escorted 5-star luxury journeys throughout the USA. Each destination is brought to life through a great range of exclusive Scenic Enrich experiences allowing guests to appreciate the local culture. Journeys are designed to provide flexibility to customize one's travel experiences. Success is based on a strong marketing focus including a fully integrated national marketing campaign of press, local and national television and travel stories/shows to promote both destination and product. They do have tours in MT for 2 years now. Starts in Calgary to Vegas, stay at Grouse but are looking for other options. Higher end, seniors not too active. Mentioned that she loves Karena in Helena BW. This operator is looking for lodging in Flathead. All GC partners can follow up at heather.campbell@scenic.ca

Contact Name [Katie Moore](#) **Address** Postbus 2501
Title Maastricht, 6201
United Kingdom
Account Trailfinders **Phone**
Email katie.moore@trailfinders.com

Date **Regarding**

08/11/2017 Met with Katie at IPW17 DC. We have worked with Jane extensively and now Katie is working the Western US and Hawaii. 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. Jane was with us on the UK post FAM after Missoula in 2014. They utilize the Pine Lodge in Whitefish because it is so hard to get access to in park lodges. Follow up can be made to katie.moore@trailfinders.com

Contact Name [Gianluca Resmini](#) **Address** Via delle Moscova, 36

Title Milan,
ITALY

Account I Grandi Viaggi

Phone

Email gianluca.resmini@igrandiviaggi.it

Date 08/11/2017

Regarding Met with Gianluca at IPW17 DC. They are North America specialist operator focusing on escorted group tours with limited fly drive product. Expanding fly-drive product as staff knowledge of destinations increases. Lots of honeymoon product. Works with Travalco, ATI. Established in 1931 I Grandi Viaggi is the only tour operator listed on the stock exchange in Milano. Owns 9 hotels and as tour operating activity sells United States of America as one of the top destinations. He was fact finding our the region and appreciated our USB drives and explanation about the area. No specific follow up is needed.

Contact Name [Karin Ochenbauer](#)

Title Owner

Address Buchberg 34
AT-3400 Klosterneuburg,
Austria

Account Amerikareisen.AT

Phone

Email karin.ochenbauer@amerikareisen.at

Date 08/11/2017

Regarding Met with Karin at IPW17 DC. Karen knows our area well and has been selling it for years. She is excited to attend IRU in Kalispell and find out about the new hotels in the region. They have been in business since 2004 and offer 180 different fly-drives, in addition to bus tours and activity packages, motorhome and biking itineraries as well as ski packages. Their main business is tailor-made fly-drive itineraries. Our region is selling well to FITs who like to drive about 500 K/day (300+ miles). Clients usually have from 3 to 9 week of vacation in the states. They are flying into Denver or Calgary and extending to Montana. They work with America 4 You, RMHT, ATI, Travalco, Tourmappers and City Tours as US Receptives for lodging arrangements. GC partners can follow up with Karin at karin.ochenbauer@canadareisen.at.

Contact Name [Ilse Vervoort](#)

Title

Address Vijzelgracht 53-I
Amsterdam,
NETHERLANDS

Account Travelnauts **Phone**
Email ilsevervoort@travelnauts.nl

Date 08/11/2017 **Regarding** Met with Ilse at IPW17 DC. They specialize in customized itineraries with families with children ages 8-14. They only work B2C. Looking for new products and destinations, including MT. Needs ideas for families with children. Clients are all FIT and RV and stay more than 2 weeks, like to take their time to explore. Interested in hotels and RV locations. Gave MT overview and usbs, regional info. Told them about Target Travel and would like the Benelux reps to follow up. Good candidate for IRU 2018 in Kalispell. GC partners can follow up at ilsevervoort@travelnauts.nl

Contact Name [Rob Zegveld](#) **Address** Akeleibaan 60
Title Office Manager 2908 KA Capellea ann den Ussel,
Netherlands
Account American Vacations **Phone** 011-31102584211
Email rob@americanvacations.nl

Date 08/11/2017 **Regarding** Met with Rob at IPW17 DC after seeing Rob at IPW16 in NO and RMI Roundup 2016 Cody. They are a web-based tour operator specializing in USA. Their new website is ready to go live and will help increase options to our region. He says travel is up 10% to Real America. They work mostly fly-drive and tailor-made tours. They were at Roundup to learn about new ideas because there is lots of interest in Montana. The Euro is expensive right now so travel is rough but people are still traveling. They are currently working with RMHTours as the preferred international inbound operator in the region. Any new product that GC partners want to introduce to Rob, contact him at rob@americanvacations.nl.

Contact Name [Yuanyuan Ren](#) **Address** xxx
Title Shanghai,
CHINA
Account Together Travel Inc. **Phone**
Email suki@mlongtravel.com

Date **Regarding**

08/11/2017

Met with Suki at IPW17 DC. The company organizes Chinese citizens to the United States for business visits, business training, business incentive tourism, international conferences and exhibition, tourism, vacation, summer camp, tourism, and other services. He was unfamiliar with Montana. Dan gave him some great information on his bus services. Fly into SLC go to YNP and that's it at this time. We talked about other area. He was super excited as it was his first time in the US. No specific follow up in needed.

Contact Name[Kevin Sahara](#)**Address**

XXXX

TitleNew Orleans, LA 70114
UNITED STATES**Account**

Expedia, Inc. - Lodging Partner Services

Phone**Email****Date** **Regarding**

08/11/2017

Met with Kevin at IPW17 DC. Expedia, Inc. is one of the world's leading travel companies, with an extensive brand portfolio that includes some of the world's most trusted online travel brands: Hotels.com, Travelocity.com, Wotif Group, Expedia.com, Hotwire.com and Orbitz.com. Glacier region hosted Expedia Viewfinders in May 2016 - popular with Japanese market. Discussed marketing, booking widget - "discover your Aloha" campaign as an example. Super cool and could be something that MOTBD should look at. Analyses facial expressions to help find the right activities and places for your vacation. No follow up needed.

Contact Name[Nick Ford-Young](#)**Address**40-42 Scrutton St
London,
United Kingdom**Title****Account**

Black Tomato

Phone**Email**

nick@blacktomato.com

Date **Regarding**

08/11/2017

Met with Nick at IPW17 DC. Black Tomato is a travel company that work with high end clients. They organize package tours and each trip is tailored to the individuals. They are always looking for new and cutting edge experiences that they can bring to their lifestyle conscious consumers. Vacations are filmed by drone. Again, very high end. Montana has an appeal to them due to adventure aspects. They and their clients are not as familiar with Montana, but find their clients that have been to California and New York are asking for new destinations in the US. We recommended that she contact Lisa Cooper at KBC (our RMI rep in UK) and see about participating in the Roundup that will be in MT in 2018. They currently work with Bonnetel and AlliedTPro as receptive operators. No specific follow up is requested at this time.

Contact Name	John Rodgers	Address	P. O. Box 480 Level 20, 141 Walker Street
Title			North Sydney, NSW 2059, Australia
Account	Adventure World	Phone	
		Email	neil.rodgers@adventureworld.com.au

Date **Regarding**

08/11/2017

Met with John/Neil at IPW17 DC. For over 35 years Adventure World has specialized in curated soft-adventure trips to some of the world's most unique destinations. This legacy has been accomplished by generating fresh itineraries together with first class service and unparalleled choice. Extensive first-hand destination knowledge from their teams ensure that travelers discover a destination with one of the most experienced travel brands. Adventure World is a member of The Travel Corporation, a family-owned company that features 25 different brands. Kristi Prince spent some time in Montana before IRU in Cody last year. IPW17: Met with Neil. Clients are 50+, empty nesters, high end, all FIT. Interested in Winter program in cooperation with Canada. Soft adventure, no skiing. Discussed promos with Nat Geo Traveler. Requested images and follow up to neil.rodgers@adventureworld.com.au

Contact Name	Tatjana-Tanja Matijasevic	Address	304, rue des Chenes Verts
Title			Sesvete, CROATIA
Account	Menthae	Phone	
		Email	tanja.matijasevic@gmail.com

Date 08/11/2017 **Regarding** Met with Tatjana at IPW17 DC. Consultant and PR agency. Association meeting planner. MICE. Giving recommendations to other Croatian and French MICE buyers. Working in Croatia, France and United Kingdom. Also working as a consultant for some of the world's largest trade shows. We bring more than 6.500 visitors and exhibitors to different professional trade shows. Is gathering information as this is a completely new state for them. MICE agency, primarily NY or East Coast. Feels there is a demand for our region. Wants to extend MICE vacations after meetings in large cities. Interested MT properties/locations please contact her directly.

Contact Name	Sarah Boyd	Address	16/17 Grange Mills Weir Road
Title	Product Manager		London SW12 0NE, United Kingdom
Account	Trek America/Grand American Adventures	Phone	
		Email	sarah.boyd@trekamerica.co.uk

Date 08/25/2017 **Regarding** Met with Sarah at IPW17 DC. They are a premium small group adventure specialist offering camping, lodging and family adventures. They focus on 18-30 year olds with an average of 13 people on each tour with the average age being 25. 70% of their clients are solo female travelers. They also have a Grand product for 40-70 year olds with a max group size of 13. The focus is on outdoors, national parks. They offer over 80 unique itineraries from 3-64 days in length that focus on North and South America's cities, natural wonders and iconic cultural experiences. On average there is 13 people in the group and they are out for 3 weeks. They currently stay at a KOA in Bozeman, they buy direct and not through a receptive operator. They are looking for options in Missoula and the surrounding area. All GC partners can follow up with Sarah at sarah.boyd@trekamerica.co.uk

Contact Name	Kuljit Singh	Address	No 1-23, 1st Floor
Title	Director		Puchong, MALAYSIA
Account	Starway Tours	Phone	
		Email	kuljit.maan@starwaytours.com.my

Date **Regarding**

08/25/2017

Met with Kuljit at IPW17 DC. They are a niche travel solutions for those looking for special interests like MICE, weddings, honeymoons, spa & wellness, diving, golf, film, medical tourism, customized tours, corporate events and event management. Offering an unlimited scope of professional travel services for tour packages and incentive travel. FIT, groups, MICE. In Sept bringing 200 ppl for 5 days from Singapore. Discussed possible locations for this group. Interested in conference, sightseeing, shopping. Needs help to coordinate. He wanted specific information on our high end guest ranches. Says clients spend millions on destination weddings.

Contact Name	Michelle Boucher	Address	352, Emery St. 3rd Floor
Title			Montreal, QC, Canada
Account	Authentik USA	Phone	855.369.1010
		Email	mboucher@authentikusa.com

Date **Regarding**

08/25/2017

Met with Michelle at IPW17 DC. Authentik USA was created at the end of 2010. They prepare itineraries and book accommodations for self-drive vacations mostly on the western coast of US, Florida and in the extended New England states, with a specific interest in national parks. Based on our 2016 numbers, the company had a 78% growth and are now thrilled to offer different destinations all around the United States. They want guests to discover destinations through tailor-made self-drive itineraries and to make it possible for foreign visitors to taste, feel, touch, smell and see the essence of each region. FIT only. Discussed itinerary from SLC> YNP (through Big Sky and Bozeman) >GNP >Canada, includes Missoula, Helena. Needs activities in these towns, already has hotels secured. Requested info on ranches.

Contact Name	Andreas Fraissl	Address	Am Mantel 1
Title	Managing Director		Bruchsal, 76646, Germany
Account	TourConsult International	Phone	4972513926045
		Email	fraissl@tourconsult.com

Date **Regarding**

08/25/2017 Met with Andreas at IPW17 DC. Specializing in long-haul travel, tailor-made vacations including hotels, resorts, hideaways, fly-drives, motorhome rentals, bus tours, city trips, and adventure tours. Selling direct through our website and face to face at office in Bruchsal. In addition they sell through a number of selected travel agencies all over Germany. Building new product in our region. Mostly FIT, have packages but always customize for clients. Visiting this summer with family in RV, late July, for 4 weeks. Coming from Calgary>GNP >YNP (West Yellowstone). Offers MT trip via Saskatchewan. Send itinerary ideas.

Contact Name	Chen Zhao	Address	XXXX
Title	Marketing Director		Beijing, CHINA
Account	Beijing Morning Bridge International Travel Agency Co.	Phone	
		Email	zhaochenla@gmail.com

Date **Regarding**

08/25/2017 Met with John at IPW17 DC. China inbound tour operator, conventions, tour retailer, student tours, and culture exchange programs. Offers YNP only, wants to expand. Needs recommendations of hotels, restaurants and activities. Discussed various routes throughout the state. Operates with buses and 15 pass vans. Requested info from cities about what to do and see. Provided Chinese guide.

Contact Name	Hylton Fothergill	Address	9578 Lavarun Court
Title	Manager		Las Vegas, NV 89123 UNITED STATES
Account	The Mark Travel Corporation	Phone	414.934.2575
		Email	hfothergill@marktravel.com

Date **Regarding**

08/25/2017 Met with Hylton at IPW17 DC. Hylton used to work for one of the leading inbound operators GTA. He recently started working for Mark Travel who's parent company is Southwest Airlines, United Vacations, FunWay and Mark International. only they are the hotel broker part of the company that packages. He represents the National Parks in the US and is looking for product around GNP. If hotel properties around GNP would like to contact Hylton to learn more about working with them he can be reached at hfothergill@marktravel.com

Contact Name	Elfriede Wank-Wrba	Address	D-87634
Title	Managing Director		Obergunzburg, Germany
Account	Meridia Reisen	Phone	
		Email	mail@meridia-reisen.de

Date	Regarding
08/25/2017	Met with Elfriede at IPW17 DC. They are a German tour operator specializing to tours to the US and Canada. They are not currently selling our region but wanted more information on it. He is in touch with Suzanne or RMI rep in Germany and can get more information if he needs it. They currently work with America 4 You as their international inbound. No follow up is needed from GC partners at this time.

Contact Name	Thibault Loubatier	Address	XXXX
Title	General Manager		Paris, FRANCE
Account	Terre D'Escales	Phone	
		Email	tloubatier@terre-escales.com

Date	Regarding
08/25/2017	Met with Thibault at IPW17 DC. Terre d'Escales is a new French tour operator. They are a B2C online company and offer tailor-made travel for a mid-range and upscale market. Wants to keep clients in area longer so needs activity suggestions, things to do. Focus on experiences and service. Lots of families, couples, stay for 17-18 nights, summer travel. He was on a FAM trip to MT 5 years ago. Visited Billings/Big Sky area. He was looking for overnights along the highline too.

Contact Name	Paul Holinaty	Address	5th Floor, 2 Queen St. E
Title	Product Development		Toronto, ON M5C 2W5 CANADA
Account	Kensington Tour	Phone	

Email paul.holinyaty@kensingtontours.com

Date **Regarding**

08/25/2017 Met with Paul at IPW17 DC. Kensington Tours is a large tour operator catering to the FIT luxury market. They customize all itineraries to suit the clients needs and most touring is done by private driver or guides. Selling all over the world except US, wants to expand. Clients want experiential, cultural piece, non-mainstream destinations. Luxury focus, with private drivers, boutique hotels, 5 star properties, avg client spend is \$16,000 for family if 2, excluding airfare. Send info on exclusive experiences, activities and lodging. All luxury GC partners can follow up with Paul.

Contact Name	Rainer Hillers	Address	Alsterdorfer StraBe 56
Title	Product Manager		Hamburg, GERMANY
Account	Cruising Reise GmbH	Phone	
		Email	rainer.hillers@cruising0reise.de

Date **Regarding**

08/25/2017 Met with Rainer at IPW17 DC. German tour operator since 1985. Specialized in tailor-made and individual tours - mostly FIT. USA is new in the program since this year. 14 individual and well known tour operators from Germany, the Netherlands, Belgium, Switzerland, and Austria. 90% of business is FIT. 65% direct sell, 35% to travel agency. Works with RMHTours, America 4You, Tourmappers and ATI. Offers GNP tour from SLC, overnights in Missoula, Kalispell, Helena, Bozeman. Focus on boutique b&b's, activities. Overnights in West Yellowstone. Provided with MT guide, regional info and usbs. Will talk to RMI-Germany about Roundup 2018 in MT.

Contact Name	Margit Thalmeyr	Address	Duringstrasse 17
Title			Turkenfeld, GERMANY
Account	Reisebuero Weltenbummler	Phone	
		Email	margit.thalmayr@reisebuero-weltenbummler.de

Date **Regarding**

08/25/2017

Met with Magit at IPW17 DC. 360 Grad Reisen is a tailor-made tour operator since 1995. The team consists of 14 colleagues. Focusing on tailor made trips throughout the whole world. Clients book at least first class and luxury products and are always looking for unique experiences and boutique hotels. Handles only FIT. Building MT product. Repeat clients, luxury, high end product, boutique hotels. Always wants to learn about new things to do and see. Gave overview of state and provided regional info and usbs. Works with RMHTours. RMI-Germany please followup about Roundup 2018 in MT.
