



Report: Trade Show Contacts

Created By: Nicole Gonzalez

Created On: 09/14/2017

Start Date: 04/01/2017

End Date: 09/30/2017

Category: All Categories

Contact Tags: 2017 International Roundup

Note Title: IRU 2017

Contact Name	Maureen Cohen Lachant	Address	3 rue Caassette
Title			Paris, France
Account	Maison Des Estats Unis	Phone	
Note Title	IRU 2017	Email	maureenl@maisondesetatsunis.com

Date	Regarding
04/28/2017	Met with Maureen Cohen Lachant at IRU 2017 Bismarck. Maison des Estats Unis is a French tour operator based in Paris that sells B2C to groups and FIT through their website and traditional travel agencies. 70% of their clients are FIT and 30% group. She was here to find out what is new in the region and focus on the National Parks. They currently work with RMHTours, American Ring and New World Travel as international inbound (receptives). Mainly wanted to know about GNP and the best time to come to our region. She thinks they should send her staff over for a FAM to get to know the region better. GC partners can follow up with Maureen, but better to work with Rocky Mountain Holiday Tours.

Contact Name	Nadine Schmidt	Address	Leonhardtstr. 10
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Title	Sales Manager		D-30175 Hannover, Germany
Account	America Unlimited	Phone	
Note Title	IRU 2017	Email	n.schmidt@america-unlimited.de

Date **Regarding**

04/28/2017

Met with Nadine at IRU 2017 Bismarck. The German Tour Operator America Unlimited is THE specialist for America and especially focused on individually tailored trips to the destination of the U.S. - including Hawaii and Alaska, Canada and Mexico. New in 2009 was Ski USA & Canada. The great success of the company is mainly based on the eligible guidance of the highly experienced sales team that guarantees a true professional and flexible arrangement of the customer's journey. 70% of the company quotes business is based on the U.S. and again 60-70% of the clients go west. More than 90% is FIT business. Main way of distribution is directly with the clients to make sure that the best possible advice and information is supplied. Five catalogs are launched each year. They all include various self-drive itineraries with popular, but also more unknown routes. They were created on the basis of personal experience and knowledge and can be individually changed by the client. America Unlimited also offers a wide selection of hotels and rental cars including motorhomes and also group tours. For the GC region they asked specifically about ranch stays, or unique lodging options for families that are very active (horseback trail rides, rafting and fishing). They are currently working with ATI, Hotelbeds, Bonotel, America4U.

Contact Name	Benedetta Buonerba	Address	Via P. Colletta, 39
Title	Senior Booking Agent		20135 Milano, Italy
Account	Alidays	Phone	
Note Title	IRU 2017	Email	benedetta.buonerba@alidays.it

Date **Regarding**

04/28/2017

Met with Benedetta at IRU 2017 Bismarck. Benedetta was at Roundup in Missoula and went on the FAM #2 up into Glacier National Park. Alidays focuses on tailor-made itineraries to North America. They want to create unique travel experiences. She showed me their website and it starts by asking the client what kind of vacation they are seeking. History/Soft Adventure/Culinary/Cruise etc. It then drills down the various options around the world to choose from. She is at Roundup to meet with the tourism entities as well as research ranch stays and meet with receptive operators. Their clients are mainly families and honeymooners. They also see the RMI region as great motorcycle country and she appreciated our

motorcycle itinerary. They currently work with RMHT, Tourico, Team America, American Ring, ATI, GTA and TourMappers as US International Inbound Receptives. Glacier Country partners can follow up with Benedetta at benedetta.buonerba@alidays.it

Contact Name	Corrina Flink	Address	Singel 302
Title	Product Manager		1016 AD Amsterdam, Netherlands
Account	GoAmerika.nl	Phone	
Note Title	IRU 2017	Email	corrina@aireka.nl

Date **Regarding**

04/28/2017 Met with Corinna Flink at IRU 2017 Bismarck. Go Amerika is part of Aireka Reisorganisatie, based in Amsterdam, the Netherlands. The company offers trips to all parts of the USA for the individual traveler. Besides existing self-drives they offer customized self-drives, city-trips, fly & drives, fly & camper, excursions and tickets for parks, games and anything the client asks for. They work mainly through international inbound receptive operators offering our products through the internet on our website www.goamerika.nl. They are always on the lookout for new products and improvements to existing products. They work with RMHTours for our area and know it well. Corinna's colleague Bart has been on several FAM's in the area. The best way to work with them is to have a relationship with RMHTours. No follow up needed.

Contact Name	Alain Kasteleyn	Address	000
Title	Co-Director		Twickenham, UNITED KINGDOM
Account	Discover North America	Phone	
Note Title	IRU 2017	Email	alain@discovernorthamerica.co.uk

Date **Regarding**

05/30/2017 Met with Alain at IRU 2017 Bismarck. Discover NA is a specialist in providing holidays to the USA. They tailor every detail to the client knowing that not one vacation speaks to all people. They are at IRU to broaden their knowledge about the region because it is becoming something people are asking for regularly. They have been offering packages to the major tier one and two cities so looking for our region next. They currently work with RMHTours, ATI and TourMappers. follow up with Alain at

Contact Name	Caroline Davidson	Address	Suite 13, 28 Roseberry St Balgowlah, NSW 2093 Australia
Title	Director		
Account	RMI - Australia; Davidson Communications Pty Ltd	Phone	011-61299070020
Note Title	IRU 2017	Email	caroline@davcomm.com.au

Date **Regarding**

05/30/2017 Met with Caroline Davidson at International Roundup 2017 Bismarck. Caroline is our representative in Australia and Davidson Communications is a public relations company specializing in travel, tourism and hospitality. The US is the #1 long haul destination with 1 in 20 Aussies going to the US. Flight prices were at an all time low this past year. They are looking for active vacations with authentic experiences. Products that interest Australian tourists are national parks, cowboy and American Indian heritage and events, museums about history, ranch experiences, ski resorts and winter experiences, adventure activities, shopping and the RV and motorcycle rentals. Caroline emphasized that working with media is critical to get the word out. We have follow ups from their advise with a cooperative multi channel campaign with MOTBD and Brand USA for winter enthusiasts. No particular follow up at this time is needed.

Contact Name	Kristy Prince	Address	000 Don't Know, ** 00000 AUSTRALIA
Title			
Account	Adventure World	Phone	
Note Title	IRU 2017	Email	kristy.prince@adventureworld.com.au

Date **Regarding**

05/30/2017 Met with Kristy Prince at International Roundup 2017 Bismarck. Kristy spent time in GNP just before IPW and we arranged lodging at Izaak Walton Inn and The Lodge at Whitefish Lake. She would like more information on our winter product. 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 RMHTours in our region as the receptive . They have just recently partnered with National Geographic. Their "Value

Tours" program sells Big Sky and Sun Valley; follow up from Whitefish Mountain Resort might be beneficial .They currently have a coach tour that starts in Edmonton includes GNP on down to Las Vegas. GC partners can follow up with Kristy at kristy.prince@adventureworld.com.au

Contact Name	Shane Nelson	Address	000
Title			Noosaville, AUSTRALIA
Account	America Travel	Phone	
Note Title	IRU 2017	Email	shane@defenceescapes.com

Date	Regarding
05/30/2017	Met with Shane at International Roundup 2017 Bismarck. America Travel is a new division of Defence Escapes focusing on the US with their current clients. Defence Escapes is a travel agency that serves the Australian Defence Services providing cruises, ailine services, packaged tours, rental cars, group tours and travel insurance. They currently work with America4You and RMHTours with self drive itineraries to our area. GC partners should contact RMHTours as their preferred International Inbound tour operators.

Contact Name	Susan Bordin	Address	000
Title	Product Manager		Balmain NSW, AUSTRALIA
Account	Freestyle Holidays	Phone	
Note Title	IRU 2017	Email	susan.bordin@sitravelgroup.com

Date	Regarding
05/30/2017	Met with Susan at International Roundup 2017 Bismarck. Freestyle Holidays provides product to all major destinations worldwide including US. Susan is specializing in North America. We talked about the convenience of our location to Canada since her clients seem to be requesting it for 2017. They currently work with Mark Travel, ATI and Bonotel as their International Inbound receptive operators. No follow up is needed at this time.

Contact Name	Craig and Lisa Robinson	Address	PO Box 994 Terrigal
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Title			Queensland, Australia
Account	Relaxaway Holidays	Phone	
Note Title	IRU 2017	Email	product@relaxaway.com

Date	Regarding
05/30/2017	Met with Lisa Robinson at International Roundup 2017 Bismarck. They began as a wholesale tour operator over 20 years ago. Their first expansion into the US was a 2015 North America (Canada-Alaska) brochure. They have only been selling the US for the last 3 years but have been in Canada for awhile. They were at Roundup last year with a new 12 page Real America brochure and Glacier Country was front and center. Lisa was on our post Roundup FAM from YNP to GNP and she thinks we should focus on a winter program for Australians. Not just ski, but dog sledding, snow shoeing, XC skiing etc. They are currently working with Hotelbeds, Bonotel, Mark Travel, ATI as their main US Receptives, but with a focus on Real America have been working with RMH Tours as well. She was interested in our luxury lodges so I will send her contact information and GC partners can follow up with Craig or Lisa at product@relaxaway.com

Contact Name	Doug Kellogg	Address	132 Boylston St. 4th Floor Boston, MA 02116 UNITED STATES
Title			
Account	TourMappers North America	Phone	617.236.1236
Note Title	IRU 2017	Email	doug@tourmappers.com

Date	Regarding
05/30/2017	Met with Doug at International Roundup 2017 Bismarck and this was his request. GC partners can follow up with Doug at doug@tourmappers.com It was nice to meet you at the Round Up this year. I just wanted to send you a quick follow up on our meeting and ask you to send over a list of properties that we should be considering as we develop the region. If you are able to do email introductions that would be wonderful. To remind you, we are looking for products that have character to the destination. Boutique, independent and/or resorts are our first choice of products. When those are not available we will consider flagged properties (3+Star) for our FIT Program. Just so that you are aware, we setup direct contracts with all of our properties and they are static. We are only able to setup dynamic agreements through a few channel managers (TravelClick, SiteMinder and RateTiger). I thought that I would provide this information in case your property contacts were to ask. Attached you will find the documents that I normally send out to interested properties. Please feel free to share the documents.

Ideally, we are looking for a few properties to get started and then will add more as volume dictates the need for additional inventory. It would be great if you can mention to your partners that they should not hesitate to reach out to me if they are interested. I do get busy and sometimes my reach out could be delayed so I do not want them to assume that I am not interested! If you have any questions or would like additional information please let me know. We are very excited to be increasing our Montana product!

Contact Name	Tarja Koivisto	Address	Eerikinkatu 27 00180
Title	RMI Representative		Helsinki, Finland
Account	RMI - Nordic: Airtouch	Phone	
Note Title	IRU 2017	Email	tarja.koivisto@airtouch.fi

Date **Regarding**

06/14/2017 Met with Tarja Koivisto at RMI Roundup 2017 Bismarck. Tarja is our RMI representative for Scandanavia. They are a marketing company specializing in international travel. She says Scandinavia (Sweden, Norway, Finland, Denmark, Iceland) has a population of 25 million people and they have 5 to 6 weeks of vacation each year plus 11 paid holidays. The US is still the #1 long haul destination with Thailand #2 and numbers of bookings are down for both. There are lots of refugees coming into their region. She thinks people are scared and are sticking closer to home. Their economy is steady. They travel more than other European countries and will forgo a new car to travel abroad. They are looking for cultural experiences that are personalized. They want to experience the locals and meet and talk to local people. They like the off the beaten path things to do. She will contact me with further request for infomation about Glacier Country but after touring the region after Roundup when it was in Missoula she feels very comfortable with what she knows about Western Montana so no follow up is needed. She is excited about Kalispell hosting in 2018.

Contact Name	Jane Smedsrud	Address	Oestergade 10, 8900
Title	Travel Consultant		Randers, Denmark
Account	Risskov Travel Partner	Phone	
Note Title	IRU 2017	Email	jbs@risskov.com

Date **Regarding**
06/14/2017 Met with Jane at RMI Roundup 2017 Bismarck. Risskov has been in business for 30 years. They recently opened an office in Copenhagen the capital city. They currently have 14 people dedicated to selling travel to the US. They have 2 different scheduled group tours and sell a lot of individual fly-drive and motorhome itineraries and produce a 116 page catalog of North America each year. Other specialties include train travel, ranches and wildlife watching. They are at Roundup for inspiration for new tour itineraries, hotels/ranches and other special stays as well as attractions and specialty tours. They currently work with Travalco, AlliedTPro and ATI as US Receptive operators. Glacier Country partners can follow up with Jane at jbs@risskov.com

Contact Name	Hervé Duxin	Address	3 Square Neuilly Chateau
Title	RMI Account Manager		92200 Neuilly Sur Seine, France
Account	RMI - France	Phone	
Note Title	IRU 2017	Email	Herve@Duxin.com

Date **Regarding**
06/14/2017 Met with Herve Duxin and Emma Blondin at RMI Roundup 2017 Bismarck. Herve and Emma are our RMI representative and coordinate our marketing efforts on behalf of the Real America in France. He said that most of the French tour operators are utilizing Rocky Mtn Holiday Tours as a receptive operator. There are over 65 million French people and they get 5 to 9 weeks of paid vacation and will use 2 weeks when traveling to the US. Travel to the US is up 8% over last year and is the #1 long haul destination. The French are looking for niche and tailor-made trips to our region and ranch stays. . No specific follow up from our GC partners is needed at this time. They are both excited to come to IRU in Kalispell.

Contact Name	Amandine Filliatre	Address	20, rue du Rempart
Title	Product Manager		Toulouse, FRANCE
Account	Amplitudes	Phone	
Note Title	IRU 2017	Email	amandine@amplitudes.com

Date **Regarding**

06/14/2017 Met with Amandine at IRU 2017 Bismarck. Amplitudes is new to the region so she wanted an overview of western Montana. Amplitudes has 2 agencies and recently opened a 3rd in Paris. They focus on tailor made trips for individual travelers. They are interested in Ranch stays and National Parks. They do not sell winter products. They currently work with RMHTours, Travelco, Ati, GTA as their preferred international inbound (receptive) operators. Follow up with Amandine at amandine@amplitudes.com

Contact Name	Gaelle Robache	Address	12 rue Franklin Roosevelt
Title	Travel Agent		Mouvauz, France
Account	Expert Voyages USA	Phone	
Note Title	IRU 2017	Email	gaelle@expert-voyage-usa.com

Date **Regarding**

06/14/2017 Met with Gaelle Robache at International Roundup 2017 Bismarck. Expert Voyages USA is a traditional travel agency and tour operator in France. 4 years ago they decided to have a dedicated USA program specializing in FIT. They currently work with RMHTours for our region. They are convinced that the beautiful landscapes, attractive cities, kindness and hospitality will fulfill the American Dream on their 20 day vacations. Follow up with Gaelle at gaelle@expert-voyage-usa.com

Contact Name	Eric Duloutre	Address	66 Boulevard de Strasbourg
Title			Paris, France
Account	La Case Depart	Phone	
Note Title	IRU 2017	Email	eric@lacasedepart.fr

Date **Regarding**

06/14/2017 Met with Eric at International Roundup 2017 Bismarck. 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. They are based in Paris. They currently work with GTA, ATI, Bonotel as their international inbound (receptive) He wanted to know more about working ranches and that experience. GC working ranches can follow up with Eric at eric@lacasedepart.fr

Contact Name	Laurene Escurat	Address	36 Rue Brunel
Title	Sales Agent		Paris, France
Account	Marco Vasco	Phone	
Note Title	IRU 2017	Email	lescurat@marcovasco.fr

Date	Regarding
06/15/2017	Met with Laurene at IRU 2017 Bismarck. They are the 2nd largest tour operator in France. They sent 4,000 visitors to the US last year, and the US is their top destination. They do custom packages for FIT only, no group. They work with Rocky Mountain Holiday Tours and wanted to get familiar with Glacier Country besides GNP and find out more information about winter product as well as ranch stays. They also work with Bonotel, Hotelbeds, GTA ATI, TourMappers. The best way to work with this operator is to be in touch with RMHT as a receptive in the Rocky Mountain region.

Contact Name	Chris Pilley	Address	PO Box 2063
Title	Owner		Fort Collins, CO 80522 UNITED STATES
Account	Rocky Mountain Holiday Tours	Phone	970.482.5813
Note Title	IRU 2017	Email	chris@RMHTours.com

Date	Regarding
06/15/2017	Met with Chris at IRU 2017 Bismarck. Rocky Mountain Holiday Tours is a service-oriented receptive tour operator based in Colorado. They specialize in the Western United States, especially the national parks, offering a number of services in that region. While FIT lodging is their biggest focus, they also work with ranches, activities of all types, winter resorts, as well as groups. Gary Schluter has spent time in the region with GC speaking at our B2B Workshops in Missoula and Whitefish. Chris wanted more detailed information about Marina Cay, and working with Swan Mountain Outfitters for activities. ALL GLACIER COUNTRY PARTNERS THAT WANT TO WORK IN THE INTERNATIONAL ARENA NEED TO FOLLOW UP WITH Chris@RMHTours.com They are the experts in the Rocky Mountain region. I followed up with contact information after IRU17.

Contact Name	Susanne Schmitt	Address	Bavariaring 38
Title	Account Manager		Munich, Germany
Account	RMI - Germany	Phone	
Note Title	IRU 2017	Email	susanne@lieb-management.de

Date **Regarding**

06/15/2017 Met with Susanne at IRU 2017 Bismarck. She is our RMI Germany representative coordinating the marketing efforts on behalf of the Real America region in Germany, Austria and Switzerland. Susanne won the RMI award for best overall performance mainly based on their social media campaigns that are performing extremely well. Germany has a strong economy in Europe and things are great in Germany. There are 80 million Germans and they have 18-19 days of vacation plus 10 public holidays each year. Travel to the US is up. Germans like active travel, hiking, biking, rafting. She said with the terror attacks worldwide, safety is a key travel factor. Our region appears safe. Also, those that might have purchases trips on their own are going back to tour operators for the insurance and safety net. No follow up is needed with her since she is just rep.

Contact Name	Peter Hyna	Address	Alemannenstrasse 4
Title	Sales Manager		53844Troisdorf, Germany
Account	Bike-the-Best Motorcycle Tours	Phone	
Note Title	IRU 2017	Email	peter.hyna@biketthebest.de

Date **Regarding**

06/15/2017 Met with Peter at IRU 2017 Bismarck. They are scouting for new motorcycle tours. When I met with Peter at Go West, he said their goal is 5 more tours in 2012 because their SW US tours have been so successful. Peter took our suggested motorcycle itinerary. Specialize in motorcycle tours to North America. Several Road shows around Europe with a strong focus on Western United States, especially the Sturgis Rally in August. Offer Fly & Ride Tours to the RMI states from April through October, with and without guides. Work with: Tourico, Allied T Pro and Rocky Mountain Holiday Tours. One of Europes largest tour operators for motorcycle tours to the US. Product in the region are both guided and self-guided tours to the Rockies, Sturgis, Black Hills, Idaho, Colorado, South Dakota, Wyoming. They have a GNP to YNP that starts in Calgary due to flights. GREAT Seller.

Contact Name	Maik Schroeter	Address	000
Title	Product Manager		Hannover, GERMANY
Account	Boomerang Reisen GmbH	Phone	
Note Title	IRU 2017	Email	m.schroeter@boomerang-reisen.de

Date **Regarding**

06/15/2017 Met with Maik at IRU 2017 Bismarck. Boomerang Reisen is a long-haul travel specialist. They have been selling US since 2013 including Hawaii and Alaska. They specialize in FIT through direct sales at 14 agencies. They currently work with RMHTours, New World Travel, ATI, Tourmappers. They are at IRU to look for outdoor excursions to add to their itineraries as well as national parks, ranches, outdoor adventure and day excursions. GC partners can follow up with Maik at m.schroeter@boomerang-reisen.de

Contact Name	Katherina Stehning	Address	
Title			Zahna-Elster, Germany
Account	Enjoy America	Phone	
Note Title	IRU 2017	Email	katharina.stehning@enjoy-america.de

Date **Regarding**

06/15/2017 Met with Katharina at IRU 2017 Bismarck. They are a small tour operator out of Germany specializing in taylor-made trips to the USA. Customized trips is their main focus. Right now they focus on NYC but are looking to branch out for 2 and 3 trips. They want to learn more about typical tourist attractions like Glacier, YNP, Rushmore, romantic honeymoon places and helicopter rides. Last year they sent 3 clients to GC, with stays in Kalispell and Whitefish. She would like our video to use on her site. I will check. She took our usb drive and I don't think she needs anything further at this time. Currently working with RMHT for our region.

Contact Name	Metin Nergiz	Address	Otto-Ernst-Weg 72
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Title	Product Manager		Frankfurt, GERMANY
Account	KUNA	Phone	
Note Title	IRU 2017	Email	metin@kuna.reisen

Date	Regarding
06/15/2017	Met with Metin at IRU 2017 Bismarck. They are a small tour operator specialized in group tours for 5 to 30 people. Their destinations are Canada, USA, New Zealand, Australia with 16 day itineraries. They are currently offering a Rockies and Prairie tour of Colorado, Nebraska, South Dakota, Montana and Wyoming. This tour runs every 2-3 years. They would like to get more familiar with the region. We talked about additions of activities they could work into the itinerary. Please follow up with Metin at metin@kuna.reisen

Contact Name	Nico Ginsberg	Address	
Title	Sales Manager		Freudenberg, Germany
Account	Ruck Zuck Urlaub	Phone	
Note Title	IRU 2017	Email	nico@ruck-zuck-rundreise.de

Date	Regarding
06/15/2017	Met with Nico at IRU 2017 Bismarck. They started as a travel agency but turned to a tour operator with a focus on US product. Specializing in FIT, tailor made fly-drive and ranch vacations. Nico attended our post Roundup FAM after Cody and traveled through Montana to GNP and was really impressed with the couple of ranches that we saw. He is really looking to expand the ranch stays. He had a great year and has really seen growth to our region. He is currently working with ATI, and RMHTours as international inbound for our area. If you are a ranch in Western Montana or have horse activities please follow up with Nico at nico@ruck-zuck-rundreise.de

Contact Name	Luisa Conzatti	Address	33 West 46th Street New York, NY 10036 UNITED STATES
Title			
Account	Team America	Phone	212.697.7165

Note Title IRU 2017 **Email** luisa@teamamericany.com

Date **Regarding**

06/15/2017 Met with Luisa at IRU 2017 Bismarck. Team America is a full service receptive tour operator with offices in NY, Miami, Los Angeles. They offer extensive allotments of rooms online for all major cities in the US, Canada, Caribbean and South America. They have an elite line that specializes in the luxury travel segment. We have met also at Go West in Reno and past roundups and we talked a lot about the Native Indian part of Montana. We spoke about all the different things that the Blackfeet offer, she was very interested in the TP Village and the Native American Speaks program. She is now in charge of the group department so we will see she will be at IRU in the future. She knows that I am the contact for group in GC as well. I told her that Kalispell was the host for 2018 Roundup and she was very excited and said she would do a FAM for sure. GC lodging partners can contact Luisa about putting up an allotment of rooms for them to sell. Luisa@teamamericany.com

Contact Name	Annalisa Mereghetti	Address	Via Carlo Pisacane, 26
Title	Assistant Marketing & PR		20129 Milano, Italy
Account	RMI - Italy	Phone	011-390233105841
Note Title	IRU 2017	Email	rockymountain@themasrl.it

Date **Regarding**

06/15/2017 Met with Annalisa at IRU 2017 Bismarck. The Italians love to travel and they love to eat! The Italians get about 12 to 15 days of vacation per year. In winter they get 7 days and she thinks our region could be a great winter destination as well. Although they don't have as much vacation as other European countries they have a much higher spend while on vacation. A trip to the USA is their #1 preferred destination and a trip to the RMI region is a very sophisticated trip. It is hard to book directly, they need receptive tour operators to arrange. It's the more "mature" Italian traveler who comes to our region, maybe their 3-4 visit, and they are looking for a more authentic experience. Motorcycle tours are still very popular as well as experiential/culinary tours. They are always in need of more photos of the region. Glacier is Olga's favorite national park. She thinks we should promote the Amtrak connection more. Italians love to travel by train. No further follow up from partners is needed at this time.

Contact Name	Maurizio Bella	Address	Via Giovanni Da Procida
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Title Milan, 20149
Italy

Account Press Tours
Note Title IRU 2017

Phone
Email statiuniti@presstours.it

Date 06/15/2017
Regarding Met with Maurizio at IRU 2017 Bismarck. 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 4 1/2 years. They produce itineraries for the fly-drive, young adults, honeymooners with a little in the escorted tours. His clients to our area are mid to young honeymooners that prefer to travel in their own cars. After attending RMI Roundup in Missoula and going on the Montana #1 FAM, Maurizio designed an itinerary for Montana and has published it on their website. He is getting great response to it. They currently work with RMHT, American Ring, GTA, Bonotel, Hotelbeds, Tourico. GC partners can follow up with Maurizio at statiuniti@presstours.it

Contact Name [Nicoletta Mangolini](#)
Title

Address Via della Rampa
Bologna,
ITALY

Account Proviaggi SRL
Note Title IRU 2017

Phone
Email nicoletta.mangolini@gmail.com

Date 06/15/2017
Regarding Met with Nicoletta at IRU 2107 Bismarck. They are a small tour operator based in Modena with more than 30 years of tourism industry experience and specializing in leisure, business, MICE. She thinks our area is rich with things that she can sell: Activities, culture, monuments, and the American Indian focus. They currently work with Allied T Pro, TeamAmerica for inbound. No specific follow up is needed with Nicoletta at this time.

Contact Name [Franco Bondioli](#)
Title Owner

Address Via G. Mercalli, 8
, Cesano M. 20811
Italy

Account	Travel Island	Phone	
Note Title	IRU 2017	Email	franco.bondioli@travelisland.it

Date **Regarding**

06/15/2017 Met with Franco Bondioli at IRU 2017. Travel Island is a small tour operator based in Milan. They organize self drive travel and vacations for FIT mainly and small groups 6-16 with a tour leader from Italy. The USA is their #1 destination every year. They have done tours in the past from Alberta to Great Falls. They've been a 15 day tour scheduled for end of May into June and end of September into October. He also has several FIT in August. He took our suggested motorcycle itinerary due to overwhelming requests. Additional information he is looking for is ranches, soft adventure activities and local attractions. GC partners can follow up with Franco at franco.bondioli@travelisland.it.

Contact Name	Stefano Gnerucci	Address	via Cavour 180 R
Title	Travel Consultant		Firenze 50129, Italy
Account	Universalturismo	Phone	
Note Title	IRU 2017	Email	stefano.gnerucci@universalturismo.com

Date **Regarding**

06/15/2017 Met with Stefano at IRU 2017 Bismarck. They specialize in FIT fly/drives into our region. They also help with business travel, incentive and leisure. Stefano has been to MT a couple times and was on the MT/ID FAM a few years ago. Stefano was on our YNP to GNP FAM after last years Roundup in 2016. He LOVED the helicopter ride over GNP sent me a Happy New Years note saying it was the best present of 2016. They sell the WESTERN experience to their clients. Interested in American Indian Pow Wows, bison or horse roundups, rodeo, ghost towns. They work well with RMHT, ATI, Bonotel and Travelco. He works well with Olga, the RMI rep in Rome. I will send him suggested itineraries as they are always updating their website. Any GC partner can follow up with Stefano at stefano.gnerucci@universalturismo.com

Contact Name	Lena Ross	Address	PO Box 2214
Title	Director of Product Development		Fullerton, CA 92837-2214 UNITED STATES
Account	America 4 You LLC	Phone	714.447.3826

Note Title IRU 2017 **Email** lena@america4you.net

Date **Regarding**

06/15/2017 Met with Lena at IRU 2017 Bismarck. They are one of 2 official RMI International Inbound 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, however they specialize in the German Market. They are getting a new computer system and it will make it easier for international tour operators to pull from their tariff. Member partners that are looking to contract with a receptive tour operator to reach the German market can contact Malcolm at malcolm@america4you.net or Lena at lena@america4you.net

Contact Name	Marjolein Fraanje	Address	Hof ter Weydeweg 10-b
Title	Managing Director		3451 ST Vleuten, Netherlands
Account	RMI - Benelux	Phone	
Note Title	IRU 2017	Email	marjolein.fraanje@rmi-realamerica.nl

Date **Regarding**

06/15/2017 Met with Marjolein Fraanje at IRU 2017 Bismarck. She is our RMI representative who coordinates the marketing efforts on behalf of the Real America in Benelux (Belgium, Netherlands, Luxembourg) People of Benelux get 30 days of vacation each year and usually take 14 days per vacation. US is still the #1 long haul destination. They get a salary bonus every May and travel is what they want to spend it on. Ranches, cowboys and nature are very popular. They utilize the internet for inspiration then call on either a tour operator or travel agent to book their travel. She recommends a landing page on our websites in the Dutch language so that they feel welcome. They are looking for a unique experience (something different than all their friends are doing, for bragging rights) They are going to smaller tour operators to get that unique experience instead of the larger cookie cutter vacations. No Trump effect from last election and people are still booking. She will call me if she needs any help with our area of Glacier Country. No follow up is needed for our Glacier Country partners at this time.

Contact Name	Mariane Welkenhuyzen	Address	Remy Toren Vaartdijk 3 bus 0102
Title	Sales Support		B-3018 Leuven, Belgium

Account	EurAm	Phone	
Note Title	IRU 2017	Email	mwelkenhuyzen@euram.eu

Date **Regarding**

06/15/2017 Met with Marine but she wants me to follow up with Vicky Covent after IRU 2017 Bismarck. EurAm is a service supplier for travel agencies exclusively. Besides a huge database, maybe the largest in Europe, of all kind of hotels, services and rental vehicles, the travel agent can use a tool called Creative Packaging on the website to make tailor made trips for his clients. 5,000 travel agencies in France, Belgium, Luxembourg and the Netherlands. They currently work with RMHTours, American Ring, Travelco and GTA as International Inbound Receptive operators. She wanted to know more about Glacier Country and specifically about Glacier National Park and how easy was it to see both YNP and GNP in one itinerary. Follow up with RMHTours would be the best way to works with this operator.
chris@rmhtours.com or vicky.covent@euram.eu

Contact Name	Lyanca Feenstra	Address	Entrada 211
Title	Product Manager		Amsterdam, NETHERLANDS
Account	Tenzing Travel	Phone	
Note Title	IRU 2017	Email	lyanca.feenstra@tenzingtravel.nl

Date **Regarding**

06/15/2017 Met with Lyanca (like bianca only L) at IRU 2017 Bismarck. They are an independent tour operator with roots to Kuoni Group. They are a specialist in long haul destinations. Most everything is tailored to the clients. Recently they have seen an increase in RV rentals and itineraries. They are at IRU looking for routing advise, excursions, hidden gems, accommodations and insider information. They currently work with RMHTours, American Ring, Travalco as international inbound receptives. GC partners can follow up with Lyanca.

Contact Name	Jose Kraan	Address	Dorpssingel 12
Title			Beuningen, Netherlands
Account	UStravel.nl	Phone	

Note Title

IRU 2017

Email

jose@nova-tours.nl

Date

06/15/2017

Regarding

Met with Jose at IRU 2017 Bismarck. They are a Dutch online tour operator specializing in USA and Canada. Their website offers fly-drive itineraries, accommodations, rental cars, motor home rentals, flights and some escorted tours but their main clients are the individual traveler and want customized tours. There is a new direct flight to Salt Lake City that gives new light to our region for the Dutch because it's much easier to get here. They provide an online library and a link to travel guides to the area that clients are traveling. She mentioned that National Parks are overrated and crowded compared to what is offered in between the parks. Jose FB messaged me that she is very interested in my loop tour into the Canadian Rockies and I will send it to her as follow up. She also sent me a request for advertising which I declined. She would recommend the Bitterroot Valley over YNP. They work with Bonotel, Travalco, Tourico Holidays, Hotelbeds and Tourmappers as International Inbound Receptives. Jose was at RMI Roundup in Missoula so she got to see a lot of our area and LOVED it. She hopes to be back to IRU in Kalispell. Contact Jose for further follow up jose@nova-tours.nl

Contact Name[Lisa Cooper](#)**Address**

Suite 3 Falmer Court
 London Road, Uckfield TN22 1 HN
 East Sussex,
 United Kingdom

Title

Account Director

Account

RMI - UK

Phone

011-442079288314

Note Title

IRU 2017

Email

lisa.cooper@kbctravelgroup.com

Date

06/15/2017

Regarding

Met with Lisa Cooper at IRU 2017 Bismarck. She is our RMI representative in the UK. The pound to dollar took a nose-dive after BREXIT She says that the outlook for travel to the US is positive, especially for the 55+ market (nifty fifies like adventure) however it is the year of Canada and masses of people are going there. We had dinner together and talked about the ease of which I could pull visitors to Canada down to GNP and the Flathead Valley. Most use tour operators for booking their travel needs. She thinks we need to play up the safety of our destination due to all the terrorist activity around the globe. Trump is not effecting travel it's all about the dollar. Value is very important so including things like breakfast is nice. Luxury market is very strong, and they feel that a great Holiday is a RIGHT for them. No follow up needed with Lisa.

Contact Name	Maggi Smit	Address	2 Oxford House London, W4 RDH United Kingdom
Title		Phone	
Account	America As You Like It	Email	maggi@americaasyoulikeit.com
Note Title	IRU 2017		

Date	Regarding
06/15/2017	Met with Maggi at IRU 2017 Bismarck. They claim to be the experts in the USA and Canada and offer 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 have 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. She is looking to send a gentlemen to our region who wants to hunt. She needs hunting regulations, licensing information and timing. He wants to hunt the Bob. They work with RMHT, GTA, Hotelbeds, Tourico. Maggi attended the UK post FAM when it was in Missoula in 2014. Follow up at maggi@americaasyoulikeit.com

Contact Name	Mike Easton	Address	PO Box 399, Swanmore Hampshire, UNITED KINGDOM
Title	Managing Director	Phone	
Account	Just America	Email	mike@justamerica.co.uk
Note Title	IRU 2017		

Date	Regarding
06/15/2017	Met with Mike at IRU 2017 Bismarck. They speicalize in the US and Canada. Tailor made itineraries for FIT with added personal service because of their North America knowledge and products they offer. They really want to learn more about North Dakota and the rest of the region. They have a couple of itineraries that they run through our including a Calgary to GNP. They use RMHTours as the international inbound receptive exclusively for our region because they do such a great job. Follow up with Mike at mike@justamerica.co.uk

Contact Name	Nimfa Calalang	Address	6053 West Century Boulevard L.A. International Airport
Title	Product Manager		Los Angeles, CA 90045-0000 UNITED STATES
Account	AmericanTours International, LLC	Phone	310.641.9953
Note Title	IRU 2017	Email	nimfa_calalang@americantours.com

Date **Regarding**

06/15/2017

Met with Nimfa at IRU 2017 Bismark after just meeting with her at GWS17 in Reno. 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). They had a great working relationship with GPI when they held the park concessions contract. She wanted to hear about any new hotels (Red Lion Polson, Firebrand, SpringHill Suites, Hampton Inn, Cedar Creek Lodge) 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 have a new tour North by Northwest: staying in Kalispell for 2 nights (Red Lion) and Whitefish 2 nights. They have 5 departure dates start in San Francisco end in Calgary (19 days) They need more hotels in Missoula. Also looking for restaurants and attractions info in the area, including ziplines. She just finished a great Wyoming itinerary after the Cody Roundup. She is excited to get to Kalispell and asked about marketing dollars to promote. I told her to talk to Marlee about that. She may come out in September to do her own FAM will keep in touch and see if we can assist. All GC partners can follow up with Nimfa at nimfa_calalang@ameriantours.com.
