



Report: Trade Show Contacts

Created By: Debbie Picard

Created On: 08/01/2018

Start Date: 07/15/2018

End Date: 08/31/2018

Category: All Categories

Contact Tags: All Contact Tags

Contact Name	Cindy Chang	Address	117 E. Garvey Ave
Title	Branch Manager		Monterey Park, CA 91755 UNITED STATES
Account	America Asia Travel Center Inc.	Phone	626.280.1166
Note Title	2018 IPW Denver	Email	cindysh@americaasia.com

Date	Regarding
07/23/2018	Met with Cindy Chang at IPW 2018 Denver. American Asia Travel Center as dba, Super Vacation and has a Shanghai branch. They help Chinese tourists traveling to the US make tour plans, book airlines, and access the US tour packages. All their tour guides speak Chinese and English fluently. She requested that I send her our tour itineraries for ideas for their tours. More and more Chinese are wanting the National Parks and the unique experience. Yellowstone is the only National Park that she is familiar with and they have 2 departures a week to YNP. Staying in West Yellowstone, BZ and Billings. She loved our photos and wants to know more. Please forward any information to Cindy at cindysh@americaasia.com

Contact Name	Dave Lorch	Address	First Floor, Upper Richmond Road
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Title London,
UNITED KINGDOM

Account Original Travel **Phone**

Note Title 2018 IPW Denver **Email** productamericas@originaltravel.co.uk

Date 07/23/2018 **Regarding** Met with Dave at IPW 2018 Denver. FIT only. Office in London has 65 agents, 5 sales people focus on North & South America. Clients mainly English speaking, from various continents. Offer luxury trips, have \$20,000 bookings to US. Like to offer original and unique destinations, focus on activities, mainly summer trips. Discussed Paws Up, Ranch at Rock Creek, luxury product. Gave usb's, guides. Active outdoor clientele.

Contact Name [Alejandro Montes](#) **Address** Av. Kennedy 9070
Title Santiago,
CHILE

Account Turismo Universal **Phone**

Note Title 2018 IPW Denver **Email** amontes@turismouniversal.cl

Date 07/23/2018 **Regarding** Met with Alejandro at IPW18 Denver. He is looking for new destinations. Offers NY, FL, SFO, Alaska, Hawaii. not familiar with Montana but wants to learn because he thinks clients will be asking soon. Considering adding Alaska cruise pre/post trip along with a National Park experience. Clients are families or groups of 20-25 pax. Discussed MT attractions and routing, gave usb's, guides and maps. Send itineraries.

Contact Name [Chunqi \(Judy\) Liu](#) **Address** room 299 North Hongdu Ave.
Title President Nanchang,
CHINA

Account Nanchang Yintong International Travel Company Ltd. **Phone**

Note Title 2018 IPW Denver **Email** liuchunqi@yint1234.com

Date **Regarding**
07/23/2018 Met with Judy at IPW18 Denver. She wanted to meet as basically a fact finding mission, interested in National Parks, and wondered how she could route along I-90 between Seattle & Boston. Discussed MT attractions and routing, gave usb's, guides. Send itineraries.

Contact Name	Charonne in het Veld-Oling	Address	Larenweg 40
Title	Product Manager		5235 KA 's-Hertogenbosch, Netherlands
Account	ITG Companies	Phone	
Note Title	2018 IPW Denver	Email	c.inhetveld@itgcompanies.nl

Date **Regarding**
07/23/2018 Met with Charonne at IPW18 Denver - they are direct sellers for three brands; internet, mid-range, and experience (high end). Their American Wilderness tour, a 21 day, fly/drive (including motorcoach), that begins in SLC, is available in all three programs -- with the basic difference being the quality of the lodging. Their clients tend to be couples or families . Please email the itineraries and a list of RV parks and MT State Parks that accept advance reservations. The International Travel Group (ITG) is a Dutch based company, comprising of a number of specialized direct travel brands. Each brand targets a different market, from exclusive journeys, the well-organised mature traveller and an internet based company. Wants to find new destinations, west coast is congested. - clients are high end, spend 30,000 Euros. Travel World brand clients are more main stream, spend 5,000 Euros. All tailor made, FIT, some winter. Many clients come into US from Canada. Discussed MT product and itineraries. Gave usb's, guides. Send itinerary ideas.

Contact Name	David Chaumeil	Address	3 rue Caassette
Title			Paris, France
Account	Maison Des Etats Unis	Phone	
Note Title		Email	davidc@maisondesetatsunis.com

Date **Regarding**

07/23/2018

Met with David at IPW18 Denver. 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. 80% of their clients are FIT and 20% group. They currently work with RMHT, American Ring and New World Travel as US Receptive tour operators. Lots of requests for MT - some from Seattle, or Canada, fly out of SLC. Most spend at least 2 weeks here, between June to Sept. Have clients wanting 3 night stays at ranches - send info on shorter stay ranches. Requested images. Discussed activities and routing. Provided usb's, guides.

Contact Name	Pamela Newman	Address	First Floor, Upper Richmond Road
Title			London, UNITED KINGDOM
Account	Visit USA - UK	Phone	
Note Title	2018 IPW Denver	Email	

Date **Regarding**

07/23/2018

Met with Pamela at IPW18 Denver. She works with our UK rep firm. Travel planner released in November, distributed to 50,000, 500 downloads per month, 10,000 visitors to Great American West site. Requests images, stories, for blogs and social media no follow up needed.

Contact Name	Yuko Funaki	Address	Nishi-Temma Work Bldg. #201 3-4-5 Nishi-Temma, Kita-Ku, Osaka-shi
Title	Product Manager		Osaka 530-0047, Japan
Account	S.Planner Co., Ltd	Phone	
Note Title	2018 IPW Denver	Email	funaki.y@splanner.com

Date **Regarding**

07/23/2018

Met with Yuko at IPW18 Denver. 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 is designing a motorcoach tour for 40 people, seniors and wants to know about historic sites. Needs accommodations in Big Sky if he can't get lodging in W Yellowstone. He requested information on our main airports, National Parks, American History and student activities.

Contact Name	Robin Engel	Address	Rohrerstrasse 100
Title	Product Manager		Windisch, Switzerland
Account	Knecht Reisen	Phone	0141628347111
Note Title	2018 IPW Denver	Email	rengel@knecht-reisen.ch

Date	Regarding
07/23/2018	Met with Robin Engel at IPW18 Denver. They are the 4th largest tour operator in Switzerland and offer a selection of FIT products to the USA. They produce 4 brochures for segments Alaska/Canada, Mortorhomes/Campers, USA, Powder Dreams (skiing and snowboarding) They work with RMHTs as the receptive in our region. In March 2006 they launched their North America program and they took the lead with travel to NA. We participated in a Great American West booklet brochure. Robin says he has seen a 13% increase in bookings since the brochure. Needs a reprint and name change. He also discussed another campaign - Destination of the Year utilizing radio, FAM to highlight the destination. This is a good operator. GC Partners can contact Robin at rengel@knecht-reisen.ch

Contact Name	Pekka Makinen	Address	000
Title			Helsinki, FINLAND
Account	Discover America Committee - Finland	Phone	
Note Title	2018 IPW Denver	Email	

Date	Regarding
07/23/2018	Met with Pekka at IPW18 Denver. Pekka is still Director of Iceland Air and into our region Iceland Air flies into Denver, Portland and Seattle. He talked to Marlee about an early September fam for media, travel trade and agents, 12 ppl total and he would comp the airline tickets. Marlee will follow up.

Contact Name	Akira Ishii	Address	One Evertrust Plaza, #702
Title	Director		Jersey City, NJ 07302 UNITED STATES

Account	JTB USA, Inc.	Phone	212.698.4971
Note Title	2018 IPW Denver	Email	aishii@jtbusa.com

Date **Regarding**

07/23/2018 Met with Akira at IPW18 Denver. Right now they offer specialized tours to Grand Canyon & YNP and want to expand to GNP. He called it the Grand Circle of Parks Specialists. Interested in developing Nat Parks tour including GNP. Likes YNP/GNP itinerary idea for FIT and groups u to 15 ppl. Gave usb's, maps, guides.

Contact Name	Nadine Mirbach	Address	Brandbachstrasse 10
Title	Product Manager		8305 Dietlikon, Switzerland
Account	FTI Touristik AG	Phone	
Note Title	2018 IPW Denver	Email	nadine.mirbach@fti.com

Date **Regarding**

07/25/2018 Met with Nadine at IPW18 Denver. FTI Trouistik has many brands and is one of the largest tour operators in Germany, Austria, Switzerland and France. They offer 20 different brochures with a worldwide product portfolio. They are looking for guest ranches, excursions, outdoor activities and unique lodging in the region. They currently work with Meeting Point North America, ATI and Tourmappers and RMHTours as US recepttive. Glacier Country partners can follow up with Nadine via email.

Contact Name	Penny McNamara	Address	5911 Turkey Lake Road Suite 302
Title			Orlando, FL 329819 UNITED STATES
Account	Meeting Point North America	Phone	
Note Title	2018 IPW Denver	Email	penny.mcnamara@meetingpointnorthamerica.com

Date **Regarding**

07/25/2018

Met with Penny at IPW18 Denver. Meeting Point North America is a full service receptive tour operator offering a range of products in USA and Canada including FIT looking for hotels, attractions, fly/drive itineraries, incentive and leisure groups and motorcoach departures. She doesn't have much in Montana, mostly the other Great American West region states. She is at IPW looking for hotels and soft adventure activities that would like to work with a receptive tour operator and work in the international market specifically German and UK.

Contact Name	Donatella Cedrone	Address	132 Boylston St. 4th Floor
Title	Contracting manager		Boston, MA 02116
			UNITED STATES
Account	TourMappers North America	Phone	
Note Title	2018 IPW Denver	Email	donatella@tourmappers.com

Date **Regarding**

07/30/2018

Met with Donatella at IPW18 Denver. They are looking for products that have character to the destination. They don't want to compete for large city business so our region is perfect. Boutique, independent and/or resorts are their first choice of products. When those are not available we will consider flagged properties (3+Star) for our FIT Program. UK and Germany are their top markets. Have both groups and FIT depts. Discussed cottages and boutique inns, independent properties. Gave usb's, smaller GC properties are encouraged to reach out to Donatella and learn more.

Contact Name	Petrel van Bronkhorst	Address	Entrada 211
Title			Amsterdam,
			NETHERLANDS
Account	Tenzing Travel	Phone	
Note Title	2018 IPW Denver	Email	petrel.vanbronkhorst@tenzingtravel.nl

Date **Regarding**

07/30/2018

Met with Petrel at IPW18 Denver. 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 looking for a MT overview on accommodations and insider information. They currently work with RMHTours, American Ring, Travalco as international inbound receptives. Gave usb and guides.

Contact Name Title	Paolo Tarquini	Address	000 Ancona, ITALY
Account Note Title	Go America 2018 IPW Denver	Phone Email	 p.tarquini@goamerica.it

Date	Regarding
07/30/2018	Met with Paolo at IPW18 Denver. They started selling America in 2015 and they sell BtoC and groups. Their product is highly specialized to client. They offer unique discovery in the the American traditions and culture. Requested overview of MT activities so could add MT product into larger itinerary with WY, ND & SD. Discussed activities in MT, gave usb's, guides.

Contact Name Title	Bobby Valenciano Manager	Address	404 S. Figueroa St Los Angeles, CA 90071 UNITED STATES
Account Note Title	HIS International 2018 IPW Denver	Phone Email	 bobby.velanciano@his.world.com

Date	Regarding
07/30/2018	Met with Bobby at IPW18 Denver. Their a Japanese wholesaler and their company profile focus is 85% on FIT and 15% on groups/incentive. Wants to extend the four corners Nat Parks tour to include other Nat Parks. Recently purchased some UK and Canadian travel companies. Overview of MT given, gave usb's and guides.

Contact Name Title	John Oei Tour Department	Address	731 N. Beach Blvd #210 La Habra, CA 90631 UNITED STATES
Account Note Title	World Links Indonesia 2018 IPW Denver	Phone Email	 sales@worldlinksamerica.com

Date **Regarding**
07/30/2018 Met with John at IPW18 Denver. They have offered a bus tour through MT/WY/YNP. They market to Indonesia. Clients interested in sightseeing, shopping, tech, ag, history, casinos. Adult only. Work with 2,000 travel agencies. Overview of MT given, gave usb's, guides. They are interested in video. I will follow up with what needs they have.

Contact Name	Qing Zhang	Address	200335 Building 8, Sky SOHO, 968 Jinzhong Road
Title	Product Manager		Shanghai, China
Account	Shanghai Ctrip International Travel Services	Phone	
Note Title	2018 IPW Denver	Email	qing_zhang@ctrip.com

Date **Regarding**
07/30/2018 Met with Qing at IPW18 Denver. Ctrip is the largest outbound travel one-stop services and the Top 1 OTA in China, has 54.3% in OTA market share. Ctrip app already has about 1 billion total downloads and is the top 1 travel app in China. Ctrip is also the worlds top 3 OTA part of Priceline - Booking.com Has visited MT - Vegas/YNP, returned rental car to Billings. Discussed social media in China, WeChat and marketing. Requested images. Just fact finding about Western Montana. No need for follow up at this time.

Contact Name	Junji Makiuchi	Address	1971 West 190th St., Suite 280
Title	President		Torrance, CA 90504 UNITED STATES
Account	I Tour Service of America	Phone	
Note Title	2018 IPW Denver	Email	makiuchi@its-america.us

Date **Regarding**
07/30/2018 Met with Junji at IPW18 Dener. They handle Japanese tourist coming into the US. They want to bring more to MT. They currently offer YNP, and wants to bring groups to GNP. Groups stay 7 - 10 days when here. Will put her in touch with Mako. Gave MT overview, usb's, guides.

Contact Name	Susan Morris	Address	50 York Street
Title	Contracting manager		South Melbourne, ** AUSTRALIA
Account	Luxury Escapes	Phone	
Note Title	2018 IPW Denver	Email	susan.morris@luxuryescapes.com

Date	Regarding
07/30/2018	Met with Susan at IPW18 Denver. Luxury Escapes is the largest members-only travel community in Australia, reaching up to 3.2 million unique travelers each month. Luxury Escapes also targets, high quality customers who have the flexibility to travel frequently. Unlike other travel agents, Luxury Escapes features a highly curated selection of properties generating very significant room night production for partners in a very short period of time. Luxury Escapes also has Australia's number 1 rated television show (also featured in Asia) and the Luxury Escapes Magazine with a readership of 1 Million per issue. They are currently highlighting 20 resorts globally. Demo target is 50 - 70. All high end. Looking for opportunities to do a US campaign feature a destination TV show/magazine in Sidney/Melbourne 3 night minimum in beach, activity destination, metropolitan. GC partners should look at their website and see if partnering is a good fit. www.luxuryescapes.com

Contact Name	Rachel McAneny	Address	Milngavie Enterprise Centre
Title	Product Manager		Glasgow, UNITED KINGDOM
Account	If Only Holidays	Phone	
Note Title	2018 IPW Denver	Email	rachel.mcaneny@ifonly.net

Date	Regarding
07/30/2018	Met with Rachel at IPW18 Denver. They are a luxury tour operator that specialize in Arabia, Indian Ocean, Asia, Australia, and the US to a UK and Ireland clientele. Began offering East coast US, now offering western US. About to launch US and Canada program. Using receptives: Bonotel, ATI, Tourmappers, and working with RMHTours soon. Need 4-5 star properties, plan to feature ranches. This is for luxury only.

Contact Name	Tommy Swanson	Address	Vista Storgatan 32 Box 164
Title	Owner		S-283 23 Osby, Sweden
Account	Swanson's Travel Ltd.	Phone	011-46047914435
Note Title	2018 IPW Denver	Email	tommy@swansons.se

Date **Regarding**

07/30/2018 Met with Tommy Swanson at IPW18 Denver - Swanson's does 15 different guided trips to the US, with many departures for each tour (1-3 weeks). Typically they will guide a group tour for the first week, then split off into fly/drive tours for the balance of their holiday. Our region sells well to clients who are returning to the US for about the 4th time, when they are looking for the real America. Swanson's is a tour operator that specializes foremost in travel to North America from Scandinavia to the USA for both groups and individuals. Contracting with ATI, American Tours International. Tommy mentioned that few people know about GNP, but he considers it to be one of the top 3 most beautiful national parks. No specific follow up is needed from GC partners.

Contact Name	Ketika Shah	Address	000 Ahmedabad, INDIA
Title			
Account	Flamingo Travels	Phone	
Note Title	2018 IPW Denver	Email	shop@flamingotravels.co.in

Date **Regarding**

07/30/2018 Met with Ketika at IPW18 Denver. They handle 80% groups, 20% FIT put of India. Groups are age 50+, full motorcoach. FIT's are age 30+. Send 1,500 pax to US last year. Will visit destinations like ours after NY, FL, DC. Focus on sightseeing. Gave MT overview, usb's, guides.

Contact Name	Kathleen Heerwagen	Address	1040 Avenue of the Americas 7th Floor
Title	Product Manager		New York, NY 10018-3736 UNITED STATES

Account	New World Travel, Inc	Phone	
Note Title	2018 IPW Denver	Email	kathleen.heernagen@ca.newworldtravel.com

Date **Regarding**

07/30/2018 Met with Kathleen Heerwagen at IPW18 Denver. New World Travel is a full service receptive tour operator and has offices in New York, Miami and Los Angeles and provides comprehensive receptive services for destinations throughout the USA and Canada with complete FIT services featuring more than 3,000 hotels, fly/drive programs, customized group itineraries, incentive and special event planning. Kathleen is interested mainly in hotel contracts due to their 70% FIT business. They currently have contracts with Red Lion Kalispell but are also intested in Grouse Mountain Lodge, St Mary's Lodge and The Lodge at Whitefish Lake. They also offer itineraries, but she was not interested in copies of my itineraries, just hotel options. Send requested hotel information to member partners. Other hotel partners are welcome to contact Kathleen at kathleen.heerwagen@ca.newworldtravel.com.

Contact Name	Charles Julien	Address	41/45 rue Galilee 342
Title	Product Manager		75116 Paris, France
Account	Jetset Voyages	Phone	
Note Title	2018 IPW Denver	Email	cjulien@jetset-voyages.fr

Date **Regarding**

07/30/2018 Met with Charles at IPW18 Denver. They are a French tour operator offering fly-drive, city packages. The majority of their clients are families looking for orginal 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 IPW 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

Contact Name	Eiko Tanaka	Address	800 Wilshire Blvd, Suite 808
Title	Director		Los Angeles, CA 90017 UNITED STATES
Account	Tour America	Phone	213.683.1188

Note Title 2018 IPW Denver **Email** eiko_tanaka@touramerica.us.com

Date **Regarding**

07/31/2018 Met with Eiko at IPW18 Denver. They are located in Los Angeles and specialize in inbound from SE Asia, Japan, Hong Kong etc. They are group based and full motor coaches. They also deal some in corporate incentive. He was unfamiliar with Montana and Glacier National Park so we spent most of our appointment on what is different about Glacier than other national parks and what activities are there. I told him to not make the mistake most Chinese are missing out on seeing GNP because they are not willing to park the bus and take a red bus tour. Since motor coaches are not allowed on GTTSR, they are not seeing Glacier. He thinks West Yellowstone hotels are very expensive and Big Sky might be great alternative. Gave usbs.

Contact Name [Josephine Gueugnier](#) **Address** 10 Rue de Civry
Title Paris,
FRANCE
Account CampingCar Online **Phone**
Note Title 2018 IPW Denver **Email** jgueugnier@campingcar-online.com

Date **Regarding**

07/31/2018 Met with Josephine at IPW18 Denver. Many families traveling with 2-3 children, recently expanded motorhome trips in US and Canada, clients want to do activities. Promoting Nat Parks, needs info about camping, also RV and campervan rental info. Requested camping itineraries and info about outdoor activities/outdoor guides. Gave usb's, guides, maps.

Contact Name [Monica Afonso](#) **Address** 000
Title Director Salvador,
BRAZIL
Account OFB Representacoes **Phone**
Note Title 2018 IPW Denver **Email** monica.afonso@highlight.tur.br

Date **Regarding**

07/31/2018 Met with Monica at IPW18 Denver. Company is based in Rio, has 9 branches in Brazil. On fact finding mission, having never visited MT. Want to offer destinations other than NY and FL. Clients will fly non stop to Dallas/Houston, sometimes ATL. Says Brazilians shop a lot! Have vacation breaks in July, September and January. Gave MT overview, usb's, guides. Requested a power point presentation about MT. Send itineraries.

Contact Name	Troy Gunji	Address	1308-510 West Hastings St Vancouver, BC V6B 1L8 CANADA
Title			
Account	America Tour System	Phone	
Note Title	2018 IPW Denver	Email	gunji@canada-japan.com

Date **Regarding**

07/31/2018 Met with Troy at IPW18 Denver. His partner Shintaro Kasai takes care of the West Coast, he is filling in for him. They handle mostly senior motorcoach groups in the Japanese market. Offer tours to YNP, also to GNP with Canadian Rockies. Fly into SEA, DEN or SLC. Try to sell 5-10 tours and end up with 2-3 going. Wants to develop tours outside YNP and GNP. Gave usb's, guides. Send itinerary ideas.

Contact Name	Will Scott	Address	New Mill, New Mill Lane, Witney Oxfordshire, OX29 9SX United Kingdom
Title			
Account	Audley Travel	Phone	
Note Title	2018 IPW Denver	Email	will.scott@audleytravel.com

Date **Regarding**

07/31/2018 Met with Will at IPW18 Denver. Audley is the UK's leading tailor-made tour operator. They customize trips to the USA for discerning FIT clients who want to see more than the standard tourist sights. Clients are most frequently 55+, educated, professional and with a good level of disposable income. They are interested in wildlife, culture, history, food and wine, music and, above all, authentic experiences. A large proportion of their clients have traveled with Audley before or been recommended by somebody who has. Audley is frequently recognized as being at the top of the industry, most recently having won the Sunday Times and Daily Telegraph best UK tour operator awards in 2016. He wants to make sure they have the knowledge of the region. FAM to RRC and Triple Creek. They are coming to Paws Up in

September. Working with independents around Glacier as well.

Contact Name	Luka Sestan	Address	000
Title			Varazdin, CROATIA
Account	Croatia Active - DMC Adriatic	Phone	
Note Title	2018 IPW Denver	Email	luka@travel-advisor.eu

Date	Regarding
07/31/2018	Met with Luka at IPW18 Denver. They are a new company in Alps-Adria region covering tailor-made programs and incentive travel for corporate clients. They have a growing demand for US product. Offer ski trips for incentive/corporate market, also FIT, small groups 10-40 pax. On fact finding mission - overview of MT given, also interested in ski. Given usb's, guides.

Contact Name	Stefano Gnerucci	Address	via Cavour 180 R
Title	Travel Consultant		Firenze 50129, Italy
Account	Universalturismo	Phone	
Note Title	2018 IPW Denver	Email	stefano.gnerucci@universalturismo.com

Date	Regarding
07/31/2018	Met with Stefano at IPW18 Denver. 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. Also, interested in the new Marriott going up in Missoula. 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	Christophe Robin	Address	55 rue Sainte Anne
Title	Regional Director USA, Canada, Bahamas		75002 Paris, France
Account	Voyageurs Du Monde	Phone	
Note Title	2018 IPW Denver	Email	crobin@voyageursdumonde.fr

Date **Regarding**

07/31/2018 Met with Christophe at IPW18 Denver. Voyageurs Du Monde is one of the leading luxury tour operators in France to the US. They specialize in giving special touches like private tours and behind the scenes looks. Looking for really nice hotels around the Flathead Lake region. Specifically Bigfork, Polson etc. colleague Kelly Tran was out last year for a Brand USA FAM tour and has visited some of the luxury guest ranches. And again to IRU and participated on the Montana Guest Ranch FAM following IRU to Triple Creek. She seemed really well versed in our tourism product. He is interested in a private activities guide. Working with Rocky Mountain Holiday Tours is the best way to follow up.

Contact Name	Kathy Farahat	Address	Compass House Rockingham Road
Title			Leicestershire LE16 7QD, United Kingdom
Account	Travelsphere / Page & Moy	Phone	
Note Title	2018 IPW Denver	Email	kathy.farahat@travelsphere.co.uk

Date **Regarding**

07/31/2018 Met with Kathy at IPW18 Denver. Travelsphere handles traditional touring groups, 35 pax/25 rooms. Breakfast always included. Just You brand handles single travelers in escorted groups. They send 800-900 pax to YNP/year, arrive in Vegas, depart from DEN. None to GNP. Discussed winter in West Yellowstone. She requested contact info for more West Yellowstone hotels. No follow up from GC partners necessary.

Contact Name	Kunitomo Tanaka	Address	M's Squire 5F 1-16-1, Kanda-nishikicho
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Title	Managing Director		Tokyo, 101-0054 Japan
Account	Asahi Travel International Inc.	Phone	81332914041
Note Title	2018 IPW Denver	Email	kunitomo@ati-jp.com

Date	Regarding
07/31/2018	Met with Kunitomo Tanaka at IPW18 Denver. They are bringing Japanese high school students to Montana annually; including the Museum of the Rockies and Yellowstone. They are especially interested in geology and dinosaurs. Although they bring their own Japanese guides, they would be interested in MT based translators/interpreters also. Their next trip is planned for end of March/first of April. They might like to include Glacier NP in the future. Mr. Tanaka took the usb with all the suggested itineraries, profile sheets, images, etc. Follow up with at kunitomo@ati-jp.com .

Contact Name	Dirk Buttner	Address	Alte Dorfstrasse 44A 37120 Bovenden, Germany
Title	CEO		
Account	Argus Reisen GmbH	Phone	011-4955948049490
Note Title	2018 IPW Denver	Email	dirk@argusreisen.de

Date	Regarding
08/01/2018	Met with Dirk at IPW18 Denver. We usually see Claudia at these functions but she had another 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. Requests are up from 2016 for guest ranches. He says his guest will do a 7 day guest ranch stay and might be a good international fit for Flathead Lake Lodge. 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	Henrik Nielsen	Address	000
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Title	Product Manager		Aarhus, 00000 DENMARK
Account Note Title	Jysk Rejsebureau Travel Agency 2018 IPW Denver	Phone Email	hemn@jr.dk

Date	Regarding
08/01/2018	Met with Henrik at IPW18 Denver. This company offers adventure services to people of all ages. All offerings are customized FIT. Focus on empty nester with self drives. US is the largest market for him and feels Montana would be a perfect fit with what he is offering, but needed more information. He discussed coming over and attending his presentations by destinations to sell unique places to his clients. Gave usb's.
