



Report: Trade Show Contacts

Created By: Debbie Picard

Created On: 07/12/2018

Start Date: 04/01/2018

End Date: 07/12/2018

Category: All Categories

Contact Tags: 2018 IRU Kalispell

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	2018 IRU Kalispell	Email	caroline@davcomm.com.au

Date	Regarding
04/24/2018	Met with Caroline Davidson at IRU 2018 Kalispell. 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. She recommends we tell all of our partners that MEDIA is magic. We ran a cooperative multi channel campaign with MOTBD and Brand USA for winter enthusiasts in 2016, we saw and heard from GC partners that they saw a lot more Aussie visitors in the summer of 2017. Their main travel agencies are Adventure World, Intrepid, Helloworld and Flight Centre. No particular follow up at this time is needed.

Contact Name	Shane Nelson	Address	000
Title			Noosaville, AUSTRALIA
Account	Motorcycle USA	Phone	
Note Title	2018 IRU Kalispell	Email	shane@motorcycleusa.com.au

Date	Regarding
04/24/2018	Met with Shane at IRU 2018 Kalispell. 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, airline services, packaged tours, rental cars, group tours and travel insurance. They currently work with America4You and RMHTours with self drive itineraries to our area. They are now leveraging Defence Escapes database and experience to start Motorcycle USA. Motorcycle USA will start with guided tours, developing into self-guided tours including hotels and motorcycle rentals. GC partners should contact RMHTours as their preferred International Inbound tour operators.

Contact Name	Brad Namaste	Address	3773 Howard Hughes Parkway #390N
Title	Contract Manager		Las Vegas, NV 89169 UNITED STATES
Account	Bonotel Exclusive Travel	Phone	
Note Title	2018 IRU Kalispell	Email	Bradford.Namaste@bonotel.com

Date	Regarding
04/24/2018	Met with Brad at IRU 2018 Kalispell. 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 but he is located in San Diego. UK, Germany and Australia. He requested a contact at RRC. Brad attended the Montana Guest Ranch post FAM and was a fun and friendly participant. We fished together and he caught 3 trout on the Bitterroot River. If you are a luxury property (lodging only) and would like to work with a international inbound (receptive), contact Bradfor.Namaste@bonotel.com

Contact Name	Bart Verhoeff	Address	Singel 302
Title			1016 AD Amsterdam, Netherlands
Account	GoAmerika.nl	Phone	31205612000
Note Title	2018 IRU Kalispell	Email	bart@aireka.nl

Date **Regarding**

04/24/2018 Met with Bart at IRU 2018 Kalispell. Go Amerika is part of Aireka Reorganisatie, 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 receptives 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. Bart has been on several FAM's in the area. They have published a GoAmerika magazine for the last 3 years with beautiful articles about the Real America region. I believe Marlee purchases an ad on our behalf. The best way to work with them is to have a relationship with RMHTours. No follow up needed.

Contact Name	Marlon Beuperthuy	Address	Lijsbet Eelantsplein 7
Title	Managing Director		Weesp, NETHERLANDS
Account	LeBeau Reizen	Phone	
Note Title	2018 IRU Kalispell	Email	info@lebeaureizen.nl

Date **Regarding**

05/07/2018 Met Marlon at IRU 2018 Kalispell. They are a Dutch tour operator specializing in tailor-made FIT tours. Their focus is on quality engagement and encouraging their clients to stay longer at specific destinations in order to see and experience more. They really want unique experiences and lodging options. The majority of their clients start in Seattle to that is a plus for us and our proximity to Seattle. They are currently working with US Receptives: Tourico, ATI and Tourmappers. So follow up with these receptives if you would like to work with LeBeau Reizen.

Contact Name	Edwin van Delden	Address	000
Title	Director		Maarsssen, NETHERLANDS
Account	Travel 2 America	Phone	
Note Title	2018 IRU Kalispell	Email	info@travel2America.nl

Date **Regarding**

05/07/2018 Met with Edwin at IRU 2018 Kalispell. Travel 2 America specializes in tours that are off the beaten path. They try to find the hidden treasures that the masses haven't heard of yet. Their clients know that will get different parts of America verses the same Los Angeles, Vegas, NY City speels from all the other tour operators and their clients trust them. They focus on FIT with complete packages and not your ordinary accommodations. He also works with journalists and writes a newsletter. Kalispell will get a great feature in his next one. They work with US Receptives Tourico, ATI and Hotelbeds to book their accommodations.

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	2018 IRU Kalispell	Email	chris@RMHTours.com

Date **Regarding**

05/07/2018 Met with Chris at IRU 2018 Kalispell. 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 (individual/couples/families) 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. He gave me numbers for 2017 - Whitefish (230) Kalispell (85) and Missoula (60) overnights booked through them. He needs more activities to book in our region. Chris will reach out to the suppliers that were at IRU from our region as well as the ones at Glacier Outdoor Center for the FAM Day. Chris was on the Montana Guest Ranch FAM and Triple Creek was thrilled to host him since they see business out of them. 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.

Contact Name	Hervé Duxin	Address	3 Square Neuilly Chateau
Title	RMI Account Manager		92200 Neuilly Sur Seine, France
Account	RMI - France	Phone	
Note Title	2018 IRU Kalispell	Email	Herve@Duxin.com

Date	Regarding
05/07/2018	Met with Emma Blondin at IRU 2018 Kalispell. Emma is our RMI representative and coordinate our marketing efforts on behalf of the Great American West in France. She 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. She had Anthony Ouinas from United Airlines with her and he said he could get me numbers of French flying into Missoula and Kalispell. I will follow up on that.

Contact Name	Kelly Tran	Address	55 rue Sainte Anne
Title			75002 Paris, France
Account	Voyageurs Du Monde	Phone	
Note Title	2018 IRU Kalispell	Email	ktran@voyageursdumonde.fr

Date	Regarding
05/09/2018	Met with Kelly at IRU 2018 Kalispell. 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. She is looking for really nice hotels around the Flathead Lake region. Specifically Bigfork, Polson etc. She was out last year for a Brand USA FAM tour and has visited some of the luxury guest ranches. She participated on the Montana Guest Ranch FAM following IRU to Triple Creek. She seems really well versed in our tourism product. In fact RMHTours called me after wanting the best scenic flight options for her over Glacier/Flathead etc. Working with Rocky Mountain Holiday Tours is the best way to follow up.

Contact Name	Romain Sinet	Address	000
Title			Paris, FRANCE
Account	La Maison des Etats Unis	Phone	
Note Title	2018 IRU Kalispell	Email	romains@maisondesetatsunis.com

Date 05/09/2018 **Regarding** Met with Romain at IRU 2018 Kalispell. They are a tour operator that sells directly to the consumer specializing in FIT for higher end clients. Their clients look to them for their expertise in cultural programs with a focus on activities, National Parks and higher end lodging. Most of their clients are families or couples interested in hiking, ranch stays, horseback riding, ww rafting. They are currently working with RMHTours, ATI, GTA, TourMappers and Tourico as US receptives.

Contact Name	Nedege Pecavet	Address	14, Place Denfert-Rochereau
Title			75014 Paris, France
Account	Backroads	Phone	
Note Title	2018 IRU Kalispell	Email	nadege@backroads.fr

Date 05/09/2018 **Regarding** Met with Nadege at IRU 2018 Kalispell. Backroads is a tour operator that sells direct to their clients. They specialize in FIT with customized city trips, adventure trips, ranches stays and motorhome rentals to the US. They work with Rocky Mountain Holiday Tours as their preferred receptive tour operator. They currently have three trip itineraries on their website into Glacier and Waterton Parks. Sent her with RV suggested itinerary and Glacier Country Ranches. Any member partner with family oriented adventure products as well as hotel and ranches can email information to Nadege at nadege@backroads.fr

Contact Name	Jessica Verando	Address	36 Rue Brunel
Title			Paris, France
Account	Marco Vasco	Phone	

Note Title 2018 IRU Kalispell **Email** jverando@marcovasco.fr

Date **Regarding**

05/09/2018 Met with Jessica at IRU 2018 Kalispell. They are the 2nd largest tour operator in France. They sent 5,000 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. Jessica attended the Montana Guest Ranch FAM and really enjoyed seeing more of Glacier Country. 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 [Thibault Loubatier](#) **Address** XXXX
Title General Manager Paris,
FRANCE
Account Terre D'Escales **Phone**
Note Title 2018 IRU Kalispell **Email** tloubatier@terre-escales.com

Date **Regarding**

05/10/2018 Met with Thibault at IRU 2018 Kalispell. 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 to mid to high end accommodations. Plus themed itineraries like culinary emersion. Lots of families, couples, stay for 17-18 nights, summer travel. He loves the authenticity of the region and already has 6 itineraries that his company offers. He works with RMHTours, GTA and ATI as US receptives.

Contact Name [Elena Kutter](#) **Address** Alte Dorfstrasse 44A
Title 37120 Bovenden,
Germany
Account Argus Reisen GmbH **Phone**
Note Title 2018 IRU Kalispell **Email** elena@argusreisen.de

Date **Regarding**

05/10/2018

Met with Elena Kutter at IRU 2018 Kalispell. They are a German tour operator specializing in riding vacations, resorts, lodges and other unique accommodations and outdoor activities. (flyfishing, mountain biking and whitewater rafting) and winter activities (skiing, snow shoeing, dog sledding and snowmobiling) They work with recepetives 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. Elena was going to attended the Montana Guest Ranch FAM but decided to do her own FAM following Roundup. 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\fs17 or Elena at info@argusreisen.de

Contact Name	Peter Hyna	Address	Alemannenstrasse 4
Title	Sales Manager		53844Troisdorf, Germany
Account	Bike-the-Best Motorcycle Tours	Phone	
Note Title	2018 IRU Kalispell	Email	peter.hyna@biketthebest.de

Date **Regarding**

05/10/2018

Met with Peter at IRU 2018 Kalispell. They are scouting for new motorcycle tours. SW US tours have been so successful he needs more Montana ideas and inter-region itineraries. 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	Karina Strzelczyk	Address	Neustrasse 11-12
Title			D-06886 Wittenberg, Germany
Account	Fairflight Touristik GmbH	Phone	
Note Title	2018 IRU Kalispell	Email	karina.strzelcky@fairflight.de

Date 05/10/2018 **Regarding** Met with Karina at IRU 2018 Kalispell. The FAIRFLIGHT Touristik GmbH (LLC) is a tour operator located in Germany. It is a local provider who serves customers within the German-speaking countries such as Germany, Austria and Switzerland through the online presence. Kristian Lehmann and Ringo Goldmann, managers of the FAIRFLIGHT Touristik GmbH, founded the business in the year 2000. Since then the company is constantly growing with a focus on trips to New York City, Florida as well as the Western US with emphasis on Fly and Drive packages and Sport events. Employees of Fairflight get the possibility to travel to the USA for training and to familiarize with the country and people. The employees get the possibility to travel a lot to the USA for training and to familiarize with the country and people. Because of that, the employees know a lot about the different destinations and that is why they can be good consultants for the clients and provide a lot of information to customers. They work with RMHTours, GTA, Tourico as their US receptives..

Contact Name	Ribanna Ginsberg	Address	
Title	Owner		Freudenberg, Germany
Account	Ruck Zuck Urlaub	Phone	
Note Title	2018 IRU Kalispell	Email	ribanna@ruck-zuck-rundreise.de

Date 07/12/2018 **Regarding** Met with Ribanna at IRU18 Kalispell. 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. Her husband 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. They have seen growth to our region. They are 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	Andreas Blase	Address	Carl-Sonnenschein - Strasse Bergheim, GERMANY
Account	USA Travel Expert DNDS GmbH	Phone	
Note Title	2018 IRU Kalispell	Email	blase@usa-travel.expert

Date **Regarding**

07/12/2018

Met with Andreas at IRU18 Kalispell. They are a fairly new tour operator in Gemany, starting their company in 2014. They specialize in North America. Canada has been a hot item for travel as of late and people are still very interested. Their tours are all individually organized and tailor-made for each client. They are new to our region, but want to be versed if clients come to them and ask. Things of interest are national parks, memorials, attractions and unique lodging options. We chatted about all of those things. If GC partners fit the list of what they are interested in, feel free to follow up at blase@USA-Reisen-Expert.de

Contact Name	Olga Mazzoni	Address	000
Title	Marketing and PR Director		Milan, ** 00000 ITALY
Account	RMI - Italy	Phone	
Note Title	2018 IRU Kalispell	Email	rockymountain@themasrl.it

Date **Regarding**

07/12/2018

Met with Olga at IRU 2018 Kalispell. 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	Marcello Mozzi	Address	Via P. Colletta, 39
Title	Senior Booking Agent		20135 Milano, Italy
Account	Alidays	Phone	
Note Title	2018 IRU Kalispell	Email	marcello.mozzi@alidays.it

Date **Regarding**

07/12/2018

Met with Marcello at IRU 2018 Kalispell. 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. Researching ranch stays and meeting with receptive operators. Their clients are mainly families and honeymooners. They also see the RMI region as great motorcycle country and 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 Marcello at marcello.mozzi@alidays.it

Contact Name	Ilaria Vergani	Address	Via M. Malibran 53/57
Title	Product Manager		Firenze, ITALY
Account	Big Mama	Phone	
Note Title	2018 IRU Kalispell	Email	ilaria@bigmama.travel

Date **Regarding**

07/12/2018

Met with Ilaria at IRU 2018 Kalispell. Big Mamas is a small tailor-made TO based in Florence with 4 employees. Looking for unusual destinations or unknown destinations to sell to their clients. They are at IRU to learn more about the Native American culture & traditions in our region as well as ranches and special interesting places. After IRU they will spend 2 weeks traveling through the region. Again, very interested in Native American side of things. (Their name was chosen via a FB contest). Currently working with RMHTours, ATI and will go direct if looking for unique lodging and not available through receptives.

Contact Name	Elana Capuzzi	Address	via Cavour 180 R
Title	Travel Consultant		Firenze 50129, Italy
Account	Universalturismo	Phone	
Note Title	2018 IRU Kalispell	Email	elena.capuzzi@universalturismo.com

Date **Regarding**

07/12/2018 Met with Elena at IRU 2018 Kalispell. They specialize in FIT fly/drives into our region. They also help with business travel, incentive and leisure. 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. They also work closely with Olga, the RMI rep in Rome. Any GC partner can follow up with Stefano at stefano.gnerucci@universalturismo.com or elana at elena.capuzzi@universalturismo.com

Contact Name	Letizia Gambarin	Address	Alpitour S.p.a. Milano, ITALY
Title			
Account	Viaggidea	Phone	
Note Title	2018 IRU Kalispell	Email	letizia.gambarin@alpitourworld.it

Date	Regarding
07/12/2018	Met with Letizia at IRU 2018 Kalispell. Italian TO based in Milan with 6,000 clients Viaggidea is one of the leaders in Italy for US destinations. Our region they sell ranch stays, fly and drive, escorted tours via digital and printed brochures along with webinar roadshows. They work with RMHTours, Bonotel, Teamamerica as receptives. She was in early and went out to experience Ranch at Rock Creek. Love it and the whole region.

Contact Name	Loni Feit	Address	5757 West Century Blvd. Suite 820 Los Angeles, CA 90045 UNITED STATES
Title	Director of Product Development		
Account	New World Travel, Inc	Phone	310.568.9393
Note Title	2018 IRU Kalispell	Email	loni.feit@newworldtravel.com

Date	Regarding
07/12/2018	Met with Loni at IRU 2018 Kalispell. New World Travel 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 interested in Grouse Mountain Lodge, St Mary's Lodge and The Lodge at Whitefish Lake. Glacier Country hotel

partners are welcome to contact Loni at loni.feit@newworldtravel.com.

Contact Name	Jenni Bridgman	Address	000
Title	Account Manager		Uckfield, ** 00000 UNITED KINGDOM
Account	RMI - UK	Phone	
Note Title	2018 IRU Kalispell	Email	jenni.bridgman@kbc-pr.com

Date **Regarding**

07/12/2018 Met with Jenni at IRU 2018 Kalispell. 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. 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
Title			London, W4 RDH United Kingdom
Account	America As You Like It	Phone	
Note Title	2018 IRU Kalispell	Email	maggi@americaasyoulikeit.com

Date **Regarding**

07/12/2018 Met with Maggi at IRU 2018 Kalispell. 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. 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	Jenny Saxby	Address	1 Lonsdale Gardens
Title	Senior Consultant		Kent TN1 1NU, United Kingdom
Account	AmeriCan & Worldwide Travel	Phone	
Note Title	2018 IRU Kalispell	Email	jenny@awwt.co.uk

Date **Regarding**

07/12/2018 Met with Jenny at IRU 2018 Kalispell. AmeriCan Worldwide along with AmeriCan Ski have a small but dedicated team. They pride themselves on their creativity in designing a tailor-made summer and ski holidays to America and Canada as well as many other worldwide destinations to suit their clients individual needs. She was specifically looking for information on Whitefish (skiing) and Missoula. She questioned car rentals and between Canada and the US and having to make round trip due to drop fees. I will send her rental car information that I found. She was also interested in a beer trail map in Montana. Glacier Country partners can follow up with Jenny at jenny.awwt.co.uk

Contact Name	Alain Kasteleyn	Address	000
Title	Co-Director		Twickenham, UNITED KINGDOM
Account	Discover North America	Phone	
Note Title	2018 IRU Kalispell	Email	alain@discovernorthamerica.co.uk

Date **Regarding**

07/12/2018 Met with Alain at IRU 2018 Kalispell. 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. Alain's partner is flying in and they are spending some time in Whitefish. Unfortunately their Amtrak train was cancelled so they drove to Spokane and flew out of there to get to MSP to catch their flight home. He loved Whitefish though. They currently work with RMHTours, ATI and TourMappers. follow up with Alain at alain@discovernorthamerica.co.uk

Contact Name	Mike Easton	Address	PO Box 399, Swanmore
Title	Managing Director		Hampshire, UNITED KINGDOM
Account	Just America	Phone	
Note Title	2018 IRU Kalispell	Email	mike@justamerica.co.uk

Date	Regarding
07/12/2018	Met with Mike at IRU 2018 Kalispell. They specialize 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 Montana 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
