



Report: Trade Show Contacts

Created By: Debbie Picard

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Category: All Categories

Contact Tags: All Contact Tags

Contact Name	Cindy Augustine	Address	1395 Barn Run Drive
Title	Tour Planner		Valley City, OH 44280 UNITED STATES
Account	Nowak Tours	Phone	330.483.4900
Note Title	ABA 2018 Charlotte	Email	c.augustine@nowaktours.com

Date	Regarding
03/05/2018	Met with Cindy at ABA 2018 Charlotte. They operate out of Ohio. Cindy told me that Wendy in their office handles National Parks. She said they would be interested in outfitters and guides around the park and was very intrigued with biking the GTTSR in spring. Will send links to guides and outfitters page. Outfitters can follow up with Cindy.

Contact Name	Joey Spellerberg	Address	PO Box 969
Title			Fremont, NE 68026 UNITED STATES
Account	Moostash Joe Tours	Phone	402.721.7944
Note Title	ABA 2018 Charlotte	Email	mail@mjtours.com

Date **Regarding**

03/05/2018 Met with Joey at ABA 2018 Charlotte. They do a Great Parks of the NW. They visit YNP then come up and stay in Missoula (Holiday Inn Express) for an overnight before heading up to Waterton Lakes. He wants to redesign it and stay longer to see more of GNP. He wants to stay at the Red Lion in Kalispell. He was interested in my 2 nation vacation and the offerings at FLL with a steak fry. He wants to add a boat tour in GNP, but maybe the boat tour on Flathead would be better. GC partners around GNP can follow up with products to enhance this tour. john@mjtours.com

Contact Name	Rae Croy	Address	PO Box 2149
Title			Dublin, VA 24084 UNITED STATES
Account	Sunshine Tours, Inc.	Phone	
Note Title	ABA 2018 Charlotte	Email	Rae@gosunshinetours.com

Date **Regarding**

03/05/2018 Met with Rae at ABA 2018 Charlotte. They have 2 tours that come through Glacier Country Montana. The first is a GNP tour the first of August and they are staying in Kalispell, doing the park on a Red. They are looking for restaurant ideas in Kalispell for that trip as well as Whitefish Mountain Resort activities for seniors. They also do a Yellowstone, Butte, Missoula tour and spend the night in Missoula (couldn't remember where) They visit the Smokejumper Center and say their clients really like it because its so unique. GC partners can follow up with Rae at Rae@gosunshinetours.com

Contact Name	Tad Meehan	Address	PO Box 718
Title	Operations Officer		Hinsdale, IL 60522 UNITED STATES
Account	Tour Services Inc.	Phone	414.491.8975
Note Title	ABA 2018 Charlotte	Email	tmeehan@tourervicesinc.com

Date **Regarding**

03/05/2018 Met with Tad at ABA 2018 Charlotte. Brian was a former teacher and saw the potential with student travel years ago and that is what they have specialized in for years. They have just expanded into the senior market and think that is what would most likely come to Montana. They have never been to Montana so spent the appointment education them on what we have to offer both senior and student markets. I gave him our usb with sample itineraries and photos. No follow up is needed at this time.

Contact Name	Birona Aswad	Address	4525 Production Drive
Title			Dallas, TX 75235 UNITED STATES
Account	Premier Transportation	Phone	214.351.7000
Note Title	ABA 2018 Charlotte	Email	ted1@premierofdallas.com

Date	Regarding
03/05/2018	Met with Birona at ABA 2018 Charlotte. They are a transportation company that mainly sells in to Collette Tours so if someone asks for Montana she pushes them to Collette. She didn't really seem interested in knowing more, but I told her about us anyway. She did pay attention to the Native American side and biking the GTTSR since she is an avid biker. No follow up is needed at this time.

Contact Name	Melinda Hughey	Address	PO Box 41
Title			Pulaski, TN 38478 UNITED STATES
Account	The RH Factor	Phone	800.863.3109
Note Title	ABA 2018 Charlotte	Email	mhughey@aol.com

Date	Regarding
03/05/2018	Met with Melinda at ABA 2018 Charlotte. We had met in 2014 at Select Traveler Conference and she does had a group that did a combined YNP and GNP in 2016. They flew into Billings/Bozeman and will need transportation for 7-9 days. She also has a preformed group that wants a Canadian Rockies. She wants to know how to get rooms at Lake McDonald, after discussing sounds like she will hub and spoke out of Kalispell. Took my usb with sample itineraries. GC partners feel free to email Melinda with your specifics at mhughey@aol.com.

Contact Name	Ken Snyder	Address	309 West Washington St., Suite 450
Title	Product Manager		Chicago, IL 60606 UNITED STATES
Account	Vacations By Rail	Phone	877.929.7245
Note Title	ABA 2018 Charlotte	Email	ken@vacationsbyrail.com

Date **Regarding**

03/05/2018 Met with Ken at ABA 2018 Charlotte. Vacations by Rail are know for well executed rail vacations. They have 5 different departures out of Chicago that include GNP. They have offices in UK and Australia so many of these tours include these travelers. They also do a great deal with AARP. Last year Ken wanted my opinion on a new tour called Rails and Ranches. They couldn't pull it off due to family time at FLL. The shoulders were not going to work. He might put it together for an FIT. He was looking for another option in Whitefish. I asked if he had seen the new Firebrand Hotel. He was not familiar so will send him a link. He asked about cooperative money to help promote and I told him to ask MOTBD, since they are the ones that co-op for statewide initiatives. They are good with all other aspects of their itineraries and don't need any further follow up at this time.

Contact Name	Tricia Barbee	Address	14374 Carson Rd
Title			Orient, OH 43146 UNITED STATES
Account	Treasure Grove Travel	Phone	614.271.2530
Note Title	ABA 2018 Charlotte	Email	trish@treasuregrovetravel.com

Date **Regarding**

03/05/2018 Met with Tricia at ABA 2018 Charlotte. They currently only offer a tour to the Badlands and Blackhills. Tricia is planning though for 2020 and beyond. She loves Whitefish and would stay there and hub and spoke. She was looking for 3 additional activities beyond a red bus tour. All GC partners with group lodging and activities out of Whitefish should contact Tricia at trish@treasuregrovetravel.com.

Contact Name	Susan Frye	Address	2168 Wintergreen Dr.
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Title			Radford, VA 24141 UNITED STATES
Account	Best Trips Yet	Phone	
Note Title	ABA 2018 Charlotte	Email	besttripsyet@gmail.com

Date	Regarding
03/05/2018	Met with Susan at ABA 2018 Charlotte. She was not familiar with Montana or Western Montana. As I explained what groups would see and do, she was very interested in GTTSR in Glacier, charter services, FLL steak fry and wanted to know about DMC services. She is interested in a FAM tour or coming out herself to see the sites before putting a tour together. All GC partners are welcome to contact Susan to discuss your services.

Contact Name	Shebby Lee	Address	P.O. Box 1032 Rapid City, SD 57709 UNITED STATES
Title			
Account	Shebby Lee Tours, Inc.	Phone	605.343.4852
Note Title	ABA 2018 Charlotte	Email	shebby@shebbyleetours.com

Date	Regarding
03/05/2018	Met with Shebby at ABA 2018 Charlotte. I meet with Shebby every year to keep the relationship open. She said she had the best year ever after 39 years in the business. And her biggest tour is Lewis & Clark which is 16 days long. For people that want GNP she sells into Western Leisure's tour through TAP. She specializes in historical tours and trails of the Dakotas and Lewis & Clark. Her tour in Montana goes into Billings (Little Bighorn) and Great Falls and a stop at Travelers Rest before heading to Clarkston ID. The last time she ran this tour was 2015 and has it planned for 2018. She says she can't find good lodging near Lolo and doesn't want to back track to Missoula. She gave me a BIG push to attend Tap Dance to help promote Montana. I will talk more about this with Kim and Marlee. She says she knows where to find me if she needs further help. She did give me the name of a great step on guide Richie Doyle that is a Lewis & Clark expert.

Contact Name	Bryon Steinwand	Address	35 Renault Cres St. Albert, AB 00000 CANADA
Title			

Account	Promotion Tours	Phone	587.991.1599
Note Title	ABA 2018 Charlotte	Email	bryon.s@promotiontours.ca

Date **Regarding**

03/05/2018 Met with Bryon at ABA 2018 Charlotte. They are a motorcoach operator in Alberta Canada. He does a lot of casino trips and asked about the new casino north of Missoula and in Polson. We also discussed all the activities and things to do around Flathead Lake. He thinks he will look into scheduling a tour to Flathead for 2019. GC partners can follow up with Bryon.

Contact Name	Mary Jean Keating	Address	4111 Fire Ridge Dr. NE Grand Rapids, MI 49525 UNITED STATES
Title			
Account	MJ Tours LLC	Phone	616.214.8313
Note Title	ABA 2018 Charlotte	Email	mjtours@hotmail.com

Date **Regarding**

03/05/2018 Met with Mary Jean at ABA 2018 Charlotte. She is specializing in women travelling together. Showcasing Art, Cultural, Theatre and sightseeing for women. In my area she thinks hiking and biking would be great. I told her she needs to get in touch with Glacier Guides. She has a group of woman all around 40 yrs old. We talked about a lodging as well in Whitefish as Firebrand and LWL. Those GC partners wanting to reach out to Mary Jean, feel free.

Contact Name	Donna Adams	Address	PO Box 372 Smithfield, VA 23431 UNITED STATES
Title	Owner		
Account	Royal Tours & Travel, LLC	Phone	757.569.7616
Note Title	ABA 2018 Charlotte	Email	donna@royaltoursllc.net

Date **Regarding**

03/12/2018 Met with Donna at ABA 2018 Charlotte. She has not been to Montana and knows little about the state. We spent the appointment on our highlights. She doesn't have anything coming our way in the near future, but appreciated the information and took by usb drive for future reference. No specific follow up is needed at this time.

Contact Name Title	Patricia Mills	Address	4065 State Hwy Y Galena, MO 65656 UNITED STATES
Account Note Title	Friends & NeighborsTours LLC ABA 2018 Charlotte	Phone Email	417.272.3403 frnsgnghbrstrs@live.com

Date Regarding

03/12/2018 Met with Patricia at ABA 2018 Charlotte. She is planning for 2019/2020 and wants to put a trip together to Montana. She is familiar with GNP (husband is afraid of heights and was terrified driving GTTSR) She wanted more information on Whitefish and fishing trips out of Missoula. She said she had heard that there is great fishing in the region and she thinks that would be a great fit for some of her clients. She asked about Reds and boats in GNP. She asked if we run a FAM so that she could get more familiar with the other parts of Glacier Country since they sound so amazing. GC partners can follow up with her at frnsgnghbrstrs@live.com

Contact Name Title	Cathy Stokes	Address	785 Marbrook Dr. Lawrenceville, GA 30044 UNITED STATES
Account Note Title	Seniors on the Go Travel ABA 2018 Charlotte	Phone Email	770.985.6131 cmstokes@bellsouth.net

Date Regarding

03/12/2018 Met with Cathy at ABA 2018 Charlotte. Cathy has been in business for 18 years taking seniors on trips all over the world. She mainly focuses on Georgia but says Glacier National Park is a bucket list destination for her seniors. She said tell me what there is to do and took lots of notes as I explained about GNP, Whitefish, FL, Kalispell, Hwy 93 or out 200 to ID, Missoula, and Seeley Swan, Bitterroot. GC Partners can follow up with Cathy.

Contact Name	Dianne Grote	Address	218 Dutrow Road
Title			Westminster, MD 21157 UNITED STATES
Account	Rill's Bus Service	Phone	401.876.7530
Note Title	ABA 2018 Charlotte	Email	

Date	Regarding
03/12/2018	Met with Lauren at ABA 2018 Charlotte. They have a group coming to Western Montana and will be using Western Leisure for the tour. June 30 - July 15. They will be staying at the Red Lion Kalispell and seeing the sights at Glacier before moving on to Canada. She requested bandanas be sent to Red Lion upon arrival. She will send me a reminder about them as the time gets near. No follow up is needed with Rills since the tour is running through Western Leisure.

Contact Name	Tim Patrick	Address	1225 Warren Avenue
Title	Director of Product Development		P.O. Box 490
Account	Mayflower Tours, Inc.	Phone	Downers Grove, IL 60515-3597
Note Title	ABA 2018 Charlotte	Email	UNITED STATES 630.435.8268 tpatrick@mayflowertours.com

Date	Regarding
03/12/2018	Met with Tim at ABA 2018 Charlotte. He says the tours to Glacier are selling well he has departure dates for July 22, Aug 5, Aug 12. He made a mistake this year and only booked 1 night (30 rooms) at GPL and they are sold out the next night. He is wondering about hotels in Whitefish. I told him about Firebrand and will send a link. This is a great opportunity for GC partners around the train to follow up with Tim at tpatrick@mayflowertours.com

Contact Name	Christine Friedt	Address	4267 4 Mile Rd NE
Title	Owner		Grand Rapids, MI 49525
			UNITED STATES

Account	WeTravel	Phone	616.389.0589
Note Title	ABA 2018 Charlotte	Email	info@waetravel.club

Date	Regarding
03/12/2018	Met with Christine at ABA 2018 Charlotte. Christine has tour experience and used to work for Nomad. She currently works as a program director for a senior center in Grand Rapids and does WeTravel as well. For Glacier and Montana they usually buy into Collette or Globus. However the response is they want more time in GNP. She asked about 2 days and what would they do. Reds/Sun Tours, lunch at LML, 2nd day, hike and boat cruise. Talked about Whitefish and Summit House as well as FLL steak fry option. GC partners can follow up with Christine.

Contact Name	Ronda Dotts	Address	5301 South Federal Circle
Title	Product Manager		Littleton, CO 80123-2390 UNITED STATES
Account	Globus Family of Brands - Globus, Cosmos, Monograms, Avalon	Phone	303.703.7401
Note Title	ABA 2018 Charlotte	Email	rdotts@globusfamily.com

Date	Regarding
03/20/2018	Met with Rhonda at ABA 2018 Charlotte. They specialize in escorted group tours. This is such a big company with so many different levels of service and different company programs. I have met with Angie and Kim before at GWS and NTA. The 8 departures before clients go on an Alaskan cruise are selling VERY well. They have a new Cosmos product and if it sells 50% the first year they feel it is good and it did. On the Cosmos itinerary they do have a day to fill and I talked to her about a possible steak fry at FLL and boat cruise on Flathead Lake. She loved the idea and wants to work this in. She will contact FLL. This is a great company to get to know for all GC partners if you want to expose your business to the group tour market. Follow up with Angie at achamberlin@globusfamily.com or Megan at mmiller@globusfamily.com or Rhonda at rdotts@globusfamily.com

Contact Name	Gina Martin	Address	
Title	Vice President		
Account	Little Rock Tours Inc.	Phone	

Note Title ABA 2018 Charlotte **Email** gina@littlerocktours.com

Date **Regarding**

03/20/2018 Met with Gina at ABA 2018 Charlotte. They finally put the 2018 Two Nation Vacation together, they are at the Red Lion in Kalispell and are booked on a red bus tour. They are headed from Kalispell to Calgary and were wondering about border crossing. I told them I would send them links to the border information. They were looking for filler things and gave them lots of ideas. GC partners can follow up with Gina at Gina@littlerocktours.com

Contact Name [John Pettersen](#) **Address** 759 Mendocino Ave
Title Santa Rosa, CA 95401
UNITED STATES
Account Daytripping Inc. **Phone** 707.577.8894
Note Title ABA 2018 Charlotte **Email** john@godaytripping.com

Date **Regarding**

03/20/2018 Met with John at ABA 2018 Charlotte. John is planning a Canadian Rockies with a stop at GNP in 2019. He wants rooms at Many Glacier and expected me to pull some strings. He said since he hasn't been a regular tour operator, they will not give him rooms and he doesn't think that's fair. I told him that I couldn't do anything for him there, but would be happy to help find rooms just outside of the park. I will forward the Pursuit Collection contacts. He is also doing a Lewis and Clark tour and is pretty set for that one. Fort Benton-Lolo-Astoria. He did ask about airlines into Great Falls. John was the tour operators that wanted something off the beaten path so I suggested the Bitterroot. He had a tour in 2015/2016 that left Yellowstone and come up the Bitterroot. They stayed at the Bitterroot River Inn. In the GNP area they stayed at Grouse. GC partners area are encouraged to send John information at john@godaytripping.com

Contact Name [Sam Franzen](#) **Address** 2727 Henry Avenue
P.O. Box 87
Title Product Manager Eau Claire, WI 54701-6828
UNITED STATES
Account Holiday Vacations **Phone** 715.834.5555
Note Title ABA 2018 Charlotte **Email** sfranzen@holidayvacations.com

Date 03/20/2018 **Regarding** Met with Sam at ABA 2018 Charlotte. Sam was out for a FAM tour last year. We visited Fort Missoula, but he saw several things that would be a challenge to his clients. Not enough seating in the video viewing room and stairs to some of the displays. We also visited the Smokejumper Center. 2017 was not as good as 2016, but that's to be expected due to the National Parks Centennial. He sent a couple of tours to Flathead Lake Lodge for a cookout since the gondola ride and summit house was not available. However, the surveys came back off the charts for the gondola ride and summit house, so he is trying to keep that as his option. He asked about any new hotels in Whitefish and I asked if he was familiar with The Firebrand (was not) so I will send him their information. Since most are coming on Amtrak GC partners near Amtrak stops are welcome to contact Sam with additional information on your tourism product at sfranzen@holidayvacations.com .

Contact Name	Damon Anderson	Address	835 West Warner #101
Title			Gilbert, AZ 85233 UNITED STATES
Account	Free Spirit Vacations	Phone	480.926.5547
Note Title	ABA 2018 Charlotte	Email	damon@freespiritvacations.com

Date 03/20/2018 **Regarding** Met with Damon at ABA 2018 Charlotte. Damon is in the planning phases of purchasing Free Spirit. They currently don't have plans to come to Montana but will be putting together a robust tour package in about 2 years. Wanted all the good things to do and see while in Western Montana. Gave him our USB with sample itineraries for future. We talked about pow wow and different festivals that happen throughout the region. Other GC partners can follow up with him at damon@freespiritvacations.com

Contact Name	Carol Brown	Address	PO Box 68
Title	Owner		Whipple, OH 45788 UNITED STATES
Account	C.L. Tours	Phone	740.585.2500
Note Title	ABA 2018 Charlotte	Email	cl.tours@hotmail.com

Date **Regarding**

03/20/2018 Met with Carol at ABA 2018. She had a tour set to go in September 2017 to the Canadian Rockies using Shelley from Sun Fun tours. 20 people signed up and it wasn't enough. She needed at least 40. Such a bummer! She wants to come up to the area and see it for herself and take some photos to help promote the tour. She thinks people will LOVE it once they come, but it is spendy to come to Montana. No need to follow up from GC partners at this point.

Contact Name	Kris Hoff	Address	5501 Femrite Drive
Title			Madison, WI 53718 UNITED STATES
Account	Badger Coaches Inc.	Phone	414.266.4402
Note Title	ABA 2018 Charlotte	Email	krish@badgerbus.com

Date **Regarding**

03/20/2018 Met with Kris Hoff at ABA 2018 Charlotte. Currently they run a tour through Montana to Idaho. They don't have much time to add anything else to that itinerary. In 2019 they want to spend more time in Montana. We talked about GNP and all the activities around the park. She liked my USB with itinerary ideas. She didn't need any specific follow up at this time, but will be contacting me when they are putting the rest of the itinerary together for 201.

Contact Name	Lori Hartleroad	Address	307 N. Main St
Title			Anderson, SC 29621 UNITED STATES
Account	Ionosphere Tours	Phone	864.225.7783
Note Title	ABA 2018 Charlotte	Email	lori@ionospheretours.com

Date **Regarding**

03/20/2018 Met with Lori Hartleroad at ABA 2018 Charlotte. They have a tour coming to GNP in August. They will be staying in Kalispell on the 16th, GTTSR and lunching at Lake McDonald Lodge then on to Browning for 17th. This tour is very extensive 22 days on the road and very expensive at \$4400. She did not have any trouble selling the tour. She is looking at an authentic experience on the 18th and I mentioned perhaps a trip to visit Daryl at the Tipi village. I will send her is information. She will call me if she needs

anything further, but feels like the tour is set and ready to go. No follow up is needed for GC partners.

Contact Name	Connie Haywood	Address	P.O. Box 463
Title			De Kalb, IL 60115-0463 UNITED STATES
Account	FunME Events & Excursions	Phone	815.756.1263
Note Title	ABA 2018 Charlotte	Email	connie@riverbendtv.com

Date **Regarding**

03/20/2018 Met with Connie at ABA 2018 Charlotte. FunME is an excursion and tour company for student groups, adult/family groups and the niche travel markets. They specialize in Broadway shows, festivals and parades throughout the country. She doesn't have anything planned on her own for Montana and for her clients that request it, they currently sell into Collette or Globus for clients that would like to travel to Montana. She usually sells 12 seats a year on their tours. She feels like it is almost time to put her own tour together and actually sell it. She wanted more information on what people experience in GNP and the surrounding area. We talked about the activity options and visual beauty of the region. GC partners can follow up with Connie at funMEevents@aol.com

Contact Name	Daniel Erickson	Address	PO Box 716
Title			Menomonie, WI 54751 UNITED STATES
Account	Z Best Tours Inc.	Phone	715.231.4025
Note Title	ABA 2018 Charlotte	Email	zbesttours@gmail.com

Date **Regarding**

03/20/2018 Met with Daniel at ABA 2018 Charlotte. He specializes in school trips. He has a marching band trip coming through Montana to Seattle in 2018 and/or 2019. He wants to know where to stay in Missoula and if there are any venues for performances. I told him that we could connect him with the UM band director and see if there was anything at the U that they could participate in. Perhaps a clinic at the UM by professor Griggs. The trip is the 2nd week in June and he also asked about river rafting. That would be a great trip down the Alberton Gorge. I will follow up with both avenues for him. GC partners in the Missoula area can follow up with Dan.

Contact Name	James Weaver	Address	PO Box 547
Title			Hendersonville, NC 28793 UNITED STATES
Account	Academic Travel Services, Inc.	Phone	828.692.7733
Note Title	ABA 2018 Charlotte	Email	academictravel@hotmail.com

Date	Regarding
03/20/2018	Met with James Weaver at ABA 2018 Charlotte. They specialize in student groups (95%) to the DC, NY and Chicago areas. James has a personal interest in Montana and wants to visit on a vacation. Spent the 7 minute appointment educating him on Glacier Country. Said he might personally come, but no plans for a group to the area. No need for follow up at this time.

Contact Name	Rhonda Bilbrey	Address	3262 South 27th Street
Title			Abilene, TX 79605 UNITED STATES
Account	Bilbrey Tours, Inc.	Phone	325.692.1308
Note Title	ABA 2018 Charlotte	Email	rhondaBTI@gmail.com

Date	Regarding
03/20/2018	Met with Rhonda at ABA 2018 Charlotte. They did a GC tour back in 2013 that was a huge success. They stayed at Lake McDonald Lodge, red bus tour, St. Ignatius, Smoke Jumper Center, Crackerbarrel. 2019 will be their 30th year and they are planning to do a Favorites of the past 30 years. Glacier will be on that list. She asked about new things to so we chatted about new attractions, outfitters and things to do. She was very interested in a cowboy cookout, and going to the summit house at WMR. GC partners can follow up with Rhonda at Rhonda@bilbreytours.com
