



## Report: Trade Show Contacts

Created By: Nicole Gonzalez

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<b>Contact Name</b>	<a href="#">Cassie Bouds</a>	<b>Address</b>	9056 Santa Monica Blvd. Suite 303
<b>Title</b>			West Hollywood, CA 90069 UNITED STATES
<b>Account</b>	Cali'Fun LLC	<b>Phone</b>	
		<b>Email</b>	cassandra@cali-fun.com
<b>Date</b>	<b>Regarding</b>		
03/21/2017	Met with Cassie at Go West 2017 Reno. They are a receptive operator for French clients and French travel agencies. They offer activities, hotels, apartments and auto tours in the West, but do not include Montana. I spent our appointment showcasing Glacier Country and our assets, but they have no plans to offer Montana itineraries. She says it all depends on what the clients ask for. I guess we need to talk to our French agent and see if we can invite this company to RMI International Roundup. No follow up needed.		

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<b>Contact Name</b>	<a href="#">Yasuhiro Yamamoto</a>	<b>Address</b>	6-28-8 Shinjuku-Ku
<b>Title</b>	Overseas Division Manager		Tokyo, Japan

**Account** Travel Gallery Co., Ltd **Phone**  
**Email** yamamoto@t-gallery.co.jp

**Date** 03/21/2017 **Regarding** Met with Yasuhiro at Go West 2017 Reno. Travel Gallery Co is a tour operator providing travel to the USA from Japan. Last year they opened an office in Las Vegas to help promote visitation to the US. She is looking for ideas for a Nature Tour or Hiking tours for seniors for about 8 days on a motorcoach tour as well as Japanese restaurants. They like the idea of a YNP/GNP/Yosemite itinerary. She asked if we could provide Japanese speaking translators. I will check with the University. No specific information from GC partners is needed at this time

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**Contact Name** [Luisa Conzatti](#) **Address** 33 West 46th Street  
**Title** New York, NY 10036  
UNITED STATES  
**Account** Team America **Phone** (212) 697-7165  
**Email** luisa@teamamericany.com

**Date** 03/21/2017 **Regarding** Met with Luisa at GWS17 Reno. 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 met also at Go West in Colorado and Roundup in Sioux Falls 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 intereted in the TP Village and the Native American Speaks program. She says there is a big push for lodging for the solar eclipse that is going to take place August 20 and 21, 2017. Hotels are already sold out in Wyoming. 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

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**Contact Name** [Jean Christophe](#) **Address** 39 Place Xavier Neujean  
**Title** Assistant Manager Liege, 4000  
Belgium  
**Account** Ornella Travel **Phone**

**Email**

jcmichel@ornella.be

**Date**

**Regarding**

03/21/2017

Met with Jean-Christophe at GWS17 Reno. Ornella Travel is a travel agency as well as tour operator specializing in cultural tours throughout the world for small French speaking groups. They specialize mainly in FITs to the US and are a member of Visit USA Belgium. He was at Roundup in Missoula so loves Montana. We are also FB friends so we talked a lot about what he has been doing. They know MT well and have several itineraries to offer clients. He wants to connect with unique properties; non-branded hotels, B&Bs, ranches for 3-4 days stays. He's also looking for activities suitable for FITs or small groups. He works with Rocky Mtn Holiday Tours for some elements of his itineraries. He mentioned he is looking for a B&B around Glacier National Park or a unique lodging property besides the branded hotels. Please feel free to follow up with Jean-Christophe if you have what he is looking for.

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**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

**Email**

chris@RMHTours.com

**Date**

**Regarding**

03/21/2017

Met with Chris at GWS17 Reno. 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. We just had Gary Schluter speak at our B2B Workshops in Missoula and Whitefish. He asked 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](mailto:Chris@RMHTours.com) They are the experts in the Rocky Mountain region. I followed up with contact information after GWS17.

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**Contact Name**

[Ryan Olson](#)

**Address**

3662 E. Russell Rd

**Title**

President

Las Vegas, NV 89120  
UNITED STATES

**Account**

LT Tours

**Phone**

**Email**

international.lttours@gmail.com

**Date**

**Regarding**

03/21/2017

Met with Ryan at GWS17 Reno. LT Tours is a hotel, transportation, and activity management company that provides logistical support and consultation for tour companies who are interested in expanding their tour operations. They are really focused on the Japanese market at this time. I told them about the new lodging in the Flathead this year because they had difficulty finding lodging in July last year. The properties they have used are St. Mary Lodge, Holiday Inn Browning, Izzak Walton Inn, Glacier Park Lodge. He has been to Missoula and loved the vibe of the town. Flathead area attractions and lodging are invited to contact Derek at international.lttours@gmail.com

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**Contact Name**

[Nimfa Calalang](#)

**Address**

6053 West Century Boulevard  
L.A. International Airport  
Los Angeles, CA 90045-0000  
UNITED STATES

**Title**

Product Manager

**Account**

AmericanTours International, LLC

**Phone**

(310) 641-9953

**Email**

nimfa\_calalang@americantours.com

**Date**

**Regarding**

03/21/2017

Met with Nimfa at GWS17 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.

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<b>Contact Name</b>	<a href="#">Miki Kawano</a>	<b>Address</b>	1771 E.Flamingo Rd #107B
<b>Title</b>			Las Vegas, NV 89119 UNITED STATES
<b>Account</b>	Trans Orbit USA	<b>Phone</b>	
		<b>Email</b>	miki.kawano@transorbit.com

**Date**                      **Regarding**

03/21/2017                      Met with Miki at GWS17 Reno. They are a inbound receptive operator specializing in the Japanese market with offices in Las Vegas, LA and San Francisco. 80% tour groups, 20% FIT. Their current itinerary in MT starts in Banff, stays 1 night in Kalispell and spend the day in GNP, 1 night in Butte and tours L&C Caverns before heading to Bozeman and on to YNP and flying out of Las Vegas. Miki wanted charter services and group friendly restaurants. I forwarded her information. GC partners are encouraged to contact Miki to see if they can be added to his current GC itinerary for fly drive clients.

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<b>Contact Name</b>	<a href="#">Kelsey Ivey</a>	<b>Address</b>	xxx
<b>Title</b>			Salt Lake City, UT 00000 UNITED STATES
<b>Account</b>	Evergreen Escapes	<b>Phone</b>	
		<b>Email</b>	privatetravel@evergreenescapes.com

**Date**                      **Regarding**

03/22/2017                      Met with Kelsey at GWS17 Reno. I held a winter FAM trip for Evergreen Escapes in January. They visited Paws Up, Double Arrow Lodge, Bigfork, Cedar Creek Inn, Glacier NP, Firebrand, Lodge at Whitefish Lake. I've know Jake (owner) for years. They are a higher end/luxury adventure tour operator, boutique receptive. They strive to blend the best of the Cascadian region includes San Francisco up to Vancouver BC and are now headed east and into Montana with product. Because of the adventure and nature aspect they think that a Glacier National Park is as far east as they will go for now. They design escorted and fly/drive and incorporate the culinary end of travel as well. They are interested in the high end properties/unique and boutique and the culinary end of our region. GC partner members wanting to share their product with Evergreen Escapes can contact Kelsey or Jake at privatetravel@evergreenescapes.com or kelseyivey@evergreenescapes.com

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**Contact Name** [Daniel Lew](#) **Address** 188 Sejong-Daero  
**Title** Seoul, \*\* 03141  
KOREA, DEMOCRATIC PEOPLE'S REPUBLIC OF  
**Account** US Commercial Service - South Korea **Phone**  
**Email** daniel.lew@trade.gov

**Date** **Regarding**  
03/22/2017 Met with Daniel at GWS17 Reno. The US Commercial Service of Korea supports the commercial interest of the US and helps US companies increase market share in Korea. The travel trade promotion program is vital and they help at US pavilions at major trade fairs in Korea, trade missions, online promotions etc. He wants more Koreans to see Montana as a tourist destination. He has seen an interest and shift to nature and National Parks but our area is still relatively unknown to Koreans. He has an appointment with Marlee and I told him we will follow MOTBDs lead into new markets. No need for GC partners to follow up with Daniel at this point.

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**Contact Name** [Beverly Carlson](#) **Address** 8106 Reese Rd  
**Title** Harvard, IL 60033  
UNITED STATES  
**Account** BJC Travel **Phone** (815) 943-5643  
**Email** bjctravl@gocsg.net

**Date** **Regarding**  
03/22/2017 Met with Beverly at GWS17 Reno. She established a home-based retail travel agency in 1996. In 2002 she started to specialize in corporate meetings and family incentive programs. In addition, planning family reunions, FIT's, and small groups both in and out bound. Both incentives and meetings consist of about 20 people. Meetings are international and incentives are on the North American continent. She represent a company in Barcelona Spain, Sol d'or Travel Agency, and is instrumental in bringing their tour groups to the USA. She is looking particularly at Montana for Family Incentive Travel and "affordable" guest ranches would be a great fit. Any GC partner property that is looking for small group business can contact Beverly at bjctravl@gocsg.net

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**Contact Name** [Angie Chamberlin](#) **Address** 5301 South Federal Circle

**Title** Littleton, CO 80123-2390  
UNITED STATES

**Account** Globus Family of Brands - Globus, Cosmos, Monograms, Avalon

**Phone**

**Email** achamberlin@globusfamily.com

**Date** 03/22/2017

**Regarding** Met with Angie at GWS17 Reno. They specialize in escorted group tours. This is such a big company with so many different levels of service and different company programs. Angie says that the 11 departures before clients go on an Alaskan cruise are selling VERY well and no need to change it. They also have 7 departures for their Geysers to Glaciers tour. It is selling OK, but they always give a tour 3 years before deciding if it need revamping. They also include Kalispell on the Canada tour which has 18 departures. 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.

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**Contact Name** [Liwen Yu](#)

**Title**

**Address** xxx  
Don't Know, \*\*  
CHINA

**Account** Xttarget Corporation

**Phone**

**Email**

**Date** 03/22/2017

**Regarding** Met with Liwen at GWS17 Reno. They specialize in U.S. tours for Chinese tourists, students, and businessmen for leisure, studying or investment purpose. They only offer U.S. or Canada tours. Based in Chengdu, Sichuan, but have people from all around China. Groups vary from a single couple to 150 people incentive tour groups. Interests include weddings, vacations, golf tour, or individual local activities such as fishing, skiing, race car driving, and etc. She didn't know anything about Montana so the appointment was spent mainly talking about GNP and the activities and beauty that surrounds. No follow up is needed from GC partners.

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**Contact Name** [Stella Wang](#)

**Address** 801 East Katella Avenue

<b>Title</b>	Product Manager		Anaheim, CA 92805-6606 UNITED STATES
<b>Account</b>	Destination America	<b>Phone</b>	(714) 937-4942
		<b>Email</b>	stella.wang@dest-amer.com

**Date**                      **Regarding**

03/22/2017

Met with Stella at GWS17 Reno. DA designs operates and delivers group motorcoach tours that showcase the best destinations in North, Central and South America. Morten is no longer with DA and Stella has been with them for several years. She is looking for lodging options. They currently have 5 departures to Montana in the summer and they are running smoothly. She is looking to expand their offerings. She is working on a new program with Trefalgar where they will only work with suppliers that offer their one of a kind, or back of the house experience to only them. If you are a tourism supplier in Glacier Country and want to work up a "only experience" for them this is a great opportunity to contact Stella at stella.wang@dest-amer.com.

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<b>Contact Name</b>	<a href="#">Dustin Teichman</a>	<b>Address</b>	17132 Magnolia Street
<b>Title</b>	Vice President & General Manager		Fountain Valley, CA 92708 UNITED STATES
<b>Account</b>	Good Times Travel	<b>Phone</b>	(714) 848-1255
		<b>Email</b>	dteichman@goodtimestravel.com

**Date**                      **Regarding**

03/22/2017

Met with Dustin at GWS17 Reno. They used to sell into Western Leisure tours to Glacier NP, but now do their own. They fly into Great Falls (price) see GNP and then move down to YNP. They spend 2 nights in St. Mary before heading on to Butte (Fairmont Hot Springs) He is wanting to revisit this itinerary and possibly fly into Kalispell. I will work with Dustin on this and will follow up with GC suppliers as needed. No additional follow up is needed at this time.

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<b>Contact Name</b>	<a href="#">Jonathan Tilles</a>	<b>Address</b>	220 E. Central Parkway Suite 4000
<b>Title</b>			Altamonte Springs, FL 32701 UNITED STATES

**Account** Tourico Holidays **Phone**  
**Email** jonathan.tilles@touricoholidays.com

**Date** **Regarding**

03/22/2017 Met with Jonathan at GWS17 Reno. Tourico Holidays is a worldwide travel distribution company, with operations in 29 global offices and headquarters in Florida, USA. Tourico Holidays partners with over 4,500 clients worldwide, supplying wholesale inventory of hotel accommodations, cruises, flights, vacation packages, car rentals, attractions, and transfers for fully inclusive travel (FIT) and groups. His colleague James came out to Montana last July and held meetings in Missoula, Kalispell and Whitefish with lodging partners to talk allotments with Tourico. One property in Kalispell has 355 room nights on the books for 2017 from that meeting. Jonathan was with him on the trip and showed me his FB profile which was GNP. He LOVED it. All GC lodging partners that met with him and still want to work with them reach out to Jonathan especially in the Flathead jonathan.tilles@touricoholidays.com

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**Contact Name** [Chokchai Ittipanuvat](#) **Address** 849 Silom Road  
**Title** Bangrak, \*\*  
THAILAND  
**Account** Express Holiday Center Co., Ltd **Phone**  
**Email**

**Date** **Regarding**

03/22/2017 Met with Chokchai at GWS17 Reno. Express Holiday Center was incorporated in October 2007 as a travel agency to operate as a wholesaler for long haul packages, incentive and MICE. With a focus on packages to Australia, New Zealand, Russia, Baltic countries, Europe, Turkey, Iceland, Latin America, cruise line products, Canada, and the U.S. North America packages comprise of 1. Eastern U.S./Canada 2. Grand Canada 3. West Coast/Yellow Stone package/Mt. Rushmore package/Pacific Coastline 4. Cruise packages to East Caribbean (Miami) and West Caribbean, Bermuda in JFK out Boston, New England in/out EWR. He didn't know much about Montana so explained where we are in relationship to their West Coast tour and if we could be included. No follow up is needed from GC partners at this time.

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**Contact Name** [Walter Chen](#) **Address** 19254 E. Walnut Dr., N #104  
**Title** City of Industry, CA 91748  
UNITED STATES

**Account** Kirk Vacation **Phone**  
**Email**

**Date** **Regarding**

03/22/2017 Met with Walter at GWS17 Reno. Based in California, they specialize in business, meetings, and incentive travel for groups range from 25 to 300 people. Clientele, which includes top Fortune 500 companies from various regions in China, to over 25 destinations worldwide. Kirk Vacation is growing, and last year they arranged travel to California, Arizona, New Mexico and Utah. They are looking to expand to Alaska. Working with China Travel Service, Ctrip, China Mayor Forum (the members of this forum are from 38,500 cities and counties), and Walter Chen is the President of Overseas headquarter of China Mayor Forum. This was a difficult appointment due to language. He kept asking about Broke Back Mountain and wanting to know if other movies were filmed in Montana. Didn't know A River Runs Through It, Horse Whisperer or Revenant films. Our area is new to them so spent a great deal of time on Glacier National Park. No follow up is needed.

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**Contact Name** [Alfonso Hernandez](#) **Address** 1050 Kettner Blvd  
**Title** San Diego, CA 92101  
UNITED STATES

**Account** Five Star Tours **Phone**  
**Email**

**Date** **Regarding**

03/22/2017 Met with Alfonso at GWS17 Reno. They specialize in international group transportation and tour services for all types of groups and individuals and continue to expand and provide charter bus service in San Diego, Southern California, and Mexico. With their diverse fleet of charter buses, they can accommodate any size group and provide accommodations, tour itineraries and attractions for all West Coast destinations. After talking with Alfonso, it wasn't a good match because they are concentrating on California and not our direction. No follow up is needed.

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**Contact Name** [Sophie Anderson](#) **Address** 5 East Concourse  
**Title** Beaumaris, \*\*  
AUSTRALIA

**Account** Destination HQ **Phone**

## Email

**Date** 03/22/2017 **Regarding** Met with Sophie at GWS17 Reno. They focus on tailor made luxury FIT packages from Australia to the world. In North America, the main focus in the west would be Canada, Mexico; and in the U.S. Hawaii, California, Nevada, and with interest now in Oregon and other states. She is most interested in connecting with key hoteliers, local DMCs, tour operators, and also ski resorts. Her client base is mainly broken into wealthy older Australians and fairly "cashed up" young families looking for a tailor made itinerary for their holiday needs. They have 4 to 8 weeks of vacation and our region is becoming better know to the Australians. GC partners are encouraged to reach out via email to Sophie to let her know we are here and welcoming her clients.

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**Contact Name** [Richard Ding](#) **Address** 16/F Tower E1, Oriental Plaza  
**Title** Beijing, \*\*  
CHINA  
**Account** Beijing Association for Friendship with Foreign Countries **Phone**  
**Email**

**Date** 03/22/2017 **Regarding** Met with Richard at GWS17 Reno. Beijing Association for Friendship with Foreign Countries International Service Co., Ltd is one of the leading travel agencies in China. BAFFLES strives to serve high-end clients with themed tours to United States. Featured products include: Educational programs like summer/winter students groups from schools and training institutes; FIT, family and small group themed tours; Shopping tours, golf tours, self-driving tours, hunting tours, etc.; Corporation VIP tours: training programs at top universities, delegation site-tours. Seeking ski tour product, like ski resort, ski tour suppliers. With their focus on skiing we talked a great deal about WMR and the other destinations in Western Montana. As we were talking he told me that the Chinese have invested in 34 ski resort in Japan and that 50,000 a year go to Japan to ski. He wanted to know if I have any resorts that needed investment. Leave the follow up to me.

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**Contact Name** [Richard Groesz](#) **Address** 27202 Turnberry Lane, Suite 270  
**Title** Santa Clarita, CA 91380  
UNITED STATES

**Account** American Ring Travel Inc. **Phone**  
**Email** rgroesz@americanringtravel.com

**Date** **Regarding**

03/22/2017 Met with Richard at GWS17 Reno. American Ring Travel is a receptive tour operator specializing in individual fly-drive tours, hotel and National Park accommodations, escorted coach tours and special groups. In their catalog they have 2 different suggested itineraries for individuals that fly-drive. Northwest 1 is a 22 day trip. Seattle, Port Angeles, Victoria, Vancouver, Banff, DAY 13 GNP, DAY 14 Missoula (include a stop at St. Ignatius Mission and National Bison Range) Yellowstone, Twin Falls, Pendleton, Portland. For most clients they customize and create a book for each. 7 night minimums. Coach tours they specialize in Danish/German tourists. They have created a Go As YOU PLEASE map in 7 languages and it includes our major cities in MT. At this time they contract with Viad (St. Mary Lodge, GPL, Grouse) Delaware North (BWRML, Pine Lodge) and in Missoula HI Downtown and BW Grant Creek Inn. GC partners can follow up with Richard at rgroesz@americanringtravel.com

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**Contact Name** [Margielyn Catmunan](#) **Address** Urent Property Management  
**Title** Tanay, \*\*  
PHILIPPINES

**Account** Eastern Pacific Travel & Tours **Phone**  
**Email**

**Date** **Regarding**

03/22/2017 Met with Margielyn at GWS17 Reno. They specialize in inbound and outbound Asian packages and are looking to expand business in the Rocky Mountain region to the states of Wyoming and Colorado and learn about other destinations. Client's tastes range from 3 to 5 star accommodations. Popular destinations feature one of a kind nature and close proximity to shopping. Guests stay an average of 6-10 nights. She said it is her mission to sell the US and since our region is less known is there a tour operator already doing tours in the area that she could contact to put her clients on the tours. I suggested Western Leisure and Evergreen Escapes for now. No GC partner follow up needed at this time.

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**Contact Name** [Matt Owers](#) **Address** Suite 1901, 101 Grafton St.  
**Title** Sydney, \*\*  
AUSTRALIA

**Account**

Excite Holidays

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

03/22/2017

**Regarding**

Met with Matt at GWS17 Reno. Excite Holidays is an established online global travel wholesaler built upon understanding travel agent needs, expectations, and business priorities. Bondi headquarters, Excite Holidays has expanded globally and now has offices in New Zealand, Thailand, Greece and the United Kingdom. Worldwide presence allows them to build lasting relationships with the world's biggest hotel chains as well as unique boutique properties in order to secure the best possible rates for agents. He is very familiar with Canada and says they are a big draw right now, exchange and free national parks. I showed him how close we are to Canada and any itineraries through Calgary/Banff area could easily come to Glacier National Park. I talked about GNP, Flathead and MSO. Recommended he reach out to Caroline Davidson and possibly attend IRU. No follow up is needed from GC partners at this time.

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