



Report: Trade Show Contacts

Created By: Debbie Picard

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Category: All Categories

Contact Tags: Go West 2018

Note Title: Go West 2018

Contact Name	Katrina Hegge	Address	1529 W. Washington Street Boise, ID 83707 UNITED STATES
Title			
Account	Idaho Tours/Harmon Travel	Phone	208.388.3000
Note Title	Go West 2018	Email	katrinah@harmontravel.com

Date	Regarding
01/23/2018	Met with Katrina at GWS 2018 SLC. I just met with her at NTA in San Antonio. She has been working with Harmon Travel who has been in business for over 60 years. They specialize in student and golf tours. They are wanting to capitalize on the China inbound market so the group department created Idaho Tours and they are currently setting itineraries. She is at GWS to learn more about the market and see if she can make some inroads with Chinese tour operators. She said she had received advice from Sean at Western Leisure to make sure she want the market because he didn't have success trying to get into it. Even though she is so close in Idaho, she has never been to Montana but is planning a trip here this summer in July when she is in Cour d'Alene for Trace Atkins. So we talked about Glacier National Park mainly, but also the golfing and hiking and great ranger led programs that they could include on on all their tours. Follow up with Katrina at katrinah@harmontravel.com

Contact Name	Jaz Roy	Address	455 Maryland Dr
Title	Product Manager		Fort Washington, PA 19034 UNITED STATES
Account	Gate 1 Travel	Phone	215.572.7676
Note Title	Go West 2018	Email	jroy@gate1travel.com

Date	Regarding
01/23/2018	Met with Jaz Roy at GWS 2018 SLC. They do incorporate GNP into their Canadian Rockies tour and drop down for 2 nights. One day spent in the park the other is spent in Kalispell visiting the Conrad and Hockaday. They don't have a tour from the states planned in 2019 but possibly looking at 2020. They did have 8 departures to our area so they know it pretty well. Any GC partner wishing to contact Gate 1 can follow up with Erin at eprebil@gate1travel.com

Contact Name	Takeshi Sakakibara	Address	800 Wilshire Blvd, Suite 808
Title			Los Angeles, CA 90017 UNITED STATES
Account	Tour America	Phone	213.683.1188
Note Title	Go West 2018	Email	takeshi_s@touramerica.us.com

Date	Regarding
01/23/2018	Met with Takeshi at GWS 2018 SLC. 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 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. GC partners can follow up with Takeshi at info@touramerica.us.com

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	Go West 2018	Email	chris@RMHTours.com

Date 01/23/2018 **Regarding** Met with Chris at GWS 2018 SLC. 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. 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	Vicky Liu	Address	100 N. Citrus St, Suite 620 West Covina, CA 91791 UNITED STATES
Title			
Account	Galaxy Tours Inc.	Phone	626.821.1946
Note Title	Go West 2018	Email	vickyzhang@usa-gti.com

Date 01/23/2018 **Regarding** Met with Vicky Liu at Galaxy Tours at GWS 2018 SLC. Galaxy Tour Inc. is one of the leading travel agencies in the United States, serving the Chinese market. With 4 branches in the US, Galaxy Tour Inc. combines 300 employees, providing the industry with its reputable professional experiences, including hotels, tour managements, transportation, and MICE designs. Not knowing much about Montana, the meeting was spent on GNP. GC partners can follow up with Vicky at vickyzhang@usa-gti.com

Contact Name	Kenneth Deng	Address	933 S. Greenwood Ave #G Montebello, CA 90640 UNITED STATES
Title			
Account	All Brilliant Vacation	Phone	626.478.5148

Note Title Go West 2018 **Email** kk.abvacation@gmail.com

Date 01/23/2018 **Regarding** Met with Kenneth at GWS 2018 SLC. He is new to the industry and is focusing on California for the Chinese traveler. He was a last minute addition to Go West and was looking for fill his appointment slots. We were not a great fit, but told him about Montana for when he is ready to move out of California. No follow up needed.

Contact Name [Ryan Olson](#) **Address** 3662 E. Russell Rd
Title President Las Vegas, NV 89120
UNITED STATES
Account LT Tours **Phone**
Note Title Go West 2018 **Email** international.lttours@gmail.com

Date 01/23/2018 **Regarding** Met with Ryan at GWS 2018 SLC. I always enjoy meeting with Ryan. 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. He really wants new lodging on the east side of GNP. He has stayed at former Holiday Inn in Browning but says since they lost the brand, its not what his clients want. I told him about the proposed Bigfoot hotel and museum and we talked about St. Mary and Glacier Park Lodge. The properties they have used are St. Mary Lodge, Holiday Inn Browning, Izzak Walton Inn, Glacier Park Lodge. He wants new contact for Glacier Park Lodge and I will send him Eliza's name and number. He has been to Missoula and loved the vibe of the town. Flathead area attractions and lodging are invited to contact Ryan at international.lttours@gmail.com

Contact Name [Katie Moore](#) **Address** Postbus 2501
Title Maastricht, 6201
United Kingdom
Account Trailfinders **Phone**
Note Title Go West 2018 **Email** katie.moore@trailfinders.com

Date 01/23/2018 **Regarding** Met with Katie at GWS 2018 SLC. We have worked with Jane extensively and now Katie is working the Western US and Hawaii. They are the U.K.'s largest independent worldwide agency specializing in long-haul, tailor-made holidays for the independent leisure traveller; more than 1 million people arrange their travels with their assistance. They are a direct sell retailer offering accommodation, flights, car hire, escorted tours, cruises, attraction tickets & rail journeys. They also publish an award-winning, annual tailor-made brochure offering the widest range of North America ground products in the UK market. She says business to the US is great for FIT. They usually fly into Seattle or SLC and include GNP (Kalispell/Missoula) head to Billings/Yellowstone on another itinerary. They also do Amtrak trips. Jane was with us on the UK post FAM after Missoula in 2014. They utilize the Pine Lodge in Whitefish because it is so hard to get access to in park lodges. They are expanding for next year and so we went through several new ideas of activities including new offerings at GNP (biking the GTTSR, mopeds and more) Follow up can be made to katie.moore@trailfinders.com

Contact Name	Richard Groesz	Address	27202 Turnberry Lane, Suite 270
Title			Santa Clarita, CA 91380 UNITED STATES
Account	American Ring Travel Inc.	Phone	
Note Title	Go West 2018	Email	rgroesz@americanringtravel.com

Date 01/23/2018 **Regarding** Met with Richard at GWS 2018 SLC. 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. He asked specifically about Lake McDonald Motel and wondered about the quality (RUSTIC) 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) He asked about the Firebrand and I told him I would send him information on it as well as Glacier Under Canvas, and in Missoula HI Downtown and BW Grant Creek Inn. GC partners can follow up with Richard at rgroesz@americanringtravel.com

Contact Name	Megan Vinet	Address	5301 South Federal Circle
Title			Littleton, CO 80123 UNITED STATES
Account	Globus Family of Brands - Globus, Cosmos, Monograms, Avalon	Phone	
Note Title	Go West 2018	Email	mmiller@globusfamily.com

Date 01/23/2018 **Regarding** Met with Megan at GWS 2018 SLC. This is such a big company with so many different levels of service and different company programs. Megan expanded a Cosmos product to Montana that starts in SLC, YNP and Tetons and GNP at a better price point starting in 2017. Red Lion in Kalispell is all over this! They also have a program Orbridge that works with Alumni groups and have 2 tours to GNP. The Globus product coming in from Calgary is one of their most popular. They have lots of resources and knowledge of the area. 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 Megan at mvinet@globusfamily.com

Contact Name	Carly Weinstein	Address	1100 Glendon Ave
Title			Los Angeles, CA 90024 UNITED STATES
Account	Travelzoo	Phone	310.295.6597
Note Title	Go West 2018	Email	cweinstein@travelzoo.com

Date 01/24/2018 **Regarding** Met with Carly at GWS 2018 SLC. They are a global internet company with more than 20 million subscribers. They have very high end clients, US is the number 1 destination. They are working with Brand USA to engage and inspire travelers. Its a program that targets their members based of interest. They work with tourism boards to sponsor content, they feature destination microsities. They give engagement measurements (3,000,000 FB followers) I believe the investment is steep for a tourism boards but not for individual properties. She said she is working with LWL/Firebrand. She wanted names of other lodging partners so all GC partners wanting to lean more please contact Carly.

Contact Name	Jacque Payne	Address	4083 Dean Martin Dr.
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Title			Las Vegas, NV 89103 UNITED STATES
Account	The Tour Exchange	Phone	702.862.4980
Note Title	Go West 2018	Email	jacque@thetourexchange.com

Date	Regarding
01/24/2018	Met with Jacque at GWS 2018 SLC. The Tour Exchange is a reseller that focuses on FIT bookings for tours, attractions and activities in destination markets. They focus solely on the Las Vegas market until recently, but are quickly expanding into 10 additional destination cities, plus all Hawaiian islands. They are not looking at Montana yet, so we discussed the reasons that they should. She did mention National Parks, but will be focused on YNP, Utah parks, Grand Canyon etc. No need to follow up at this time.

Contact Name	Floyd Morris	Address	720 Monroe Street, Suite E507 Hoboken, NJ 07030 UNITED STATES
Account	TravelAdvocates	Phone	201.222.1990
Note Title	Go West 2018	Email	floyd@traveladvocates.com

Date	Regarding
01/24/2018	Met with Floyd at GWS 2018 SLC. They are a 3rd party group hotel reseller. As long as the group is larger than 8 or more rooms. They work with tour operators, meetings, sports groups and are mainly in the larger cities and work with the larger branded hotels. They negotiate rates, meeting space etc. Complained about working with Xanterra. No follow up is needed from GC partners at this time.

Contact Name	Jason Purkiss	Address	Greenfields House Coventry, ** UNITED KINGDOM
Account	Worldwide Motorhoming Holidays	Phone	
Note Title	Go West 2018	Email	jason.purkiss@myccc.co.uk

Date	Regarding
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01/24/2018

Met with Jason at GWS 2018 SLC. They are a camping and caravanning club. The world's oldest membership organization devoted to camping. They currently have over 300,000 household members. As part of the service to members, they offer an overseas travel service to members and USA is a key destination. Although our product is largely RV based we offer a wide range of products (airport hotels, rail and cruise) in the USA. These are usually added on to an RV package. In the US their efforts are mainly in the western states with the national parks being a huge draw. They work with Cruise America as the rental company of choice. We talked about all of our state parks, campgrounds and gave him the RV suggested itinerary for future tours into Montana. Any GC partners with campgrounds should follow up with Jason.

Contact Name	Tamami Okawa	Address	2460 Paseo Verde Parkway Suite 100
Title			Henderson, NV 89074 UNITED STATES
Account	Allied TPro Inc	Phone	
Note Title	Go West 2018	Email	tamami.okawa@alliedtpro.com

Date **Regarding**

01/24/2018

Met with Tamami at GWS 2018 SLC. They are a prominent leader in the US inbound market and served more than 600 tour and travel providers in 50+ countries. They have 5 product lines, FIT, American Classics, Coterie Designs, Premiere and Brite Spokes so work with a variety of leisure, group and corporate clients. In our area they are working with the Lodge at Whitefish Lake for their ski program. Also using the Holiday Inn Missoula in the warm season. She requested information on our bus companies so gave her the names of those local. She told me some of her best friends are from Missoula that now teach boxing in Las Vegas and miss Montana. They are looking at an escorted series to run to Glacier. All GC lodging properties that would like to work with a large receptive tour operator can contact Tamami.

Contact Name	Jane Stark	Address	121 Malakas St, Central Diliman Quezon City, ** PHILIPPINES
Title			
Account	Travel Specialist Ventures Group Inc.	Phone	
Note Title	Go West 2018	Email	jane@travelinternational.net

Date 01/24/2018 **Regarding** Met with Jane at GWS 2018 SLC. They are one of the most trusted brands when it comes to outbound travel in the Philippines. Recognized today as one of the emerging travel companies that provides group and retail both in business and leisure travel across the Philippines and beyond. Right now they focus on the East and West coasts of the US. She said that national parks is next on her list. She loved learning more about Montana and why her Philippino clients would like it. (she took a selfie of us at end of appointment) No specific follow up is needed from GC partners at this time.

Contact Name	Anne Mayovsky	Address	2095 Jerrold Ave. #100
Title			San Francisco, CA 94124 UNITED STATES
Account	Incredible Adventures	Phone	
Note Title	Go West 2018	Email	

Date 01/24/2018 **Regarding** Met with Anne at GWS 2018 SLC. Incredible Adventures has offered high-quality professional tour and transportation services to travelers visiting the United States since 1993. They have been a small group adventure out of SF but now customize all groups with a max size of 33 (13 ppl is optimum) Currently researching properties and activities as they expand operations into new territories in the U.S. Services range from small-group, single-day tours to 40-day cross-country, multi-sport adventure trips, private group and series tour operations, transportation, accommodations, and driver or step-on guiding. Right now they focus on Yosemite, Napa, Sonoma, Muir Woods, Mammoth Lakes, Lake Tahoe. In 2018 the PNW with a focus on Pacific Coast, Seattle is new. She wanted to know more about GNP and the region. Took my USB and will call me when they plan to venture into Montana. No follow up needed at this time.

Contact Name	Nimfa Calalang	Address	6053 West Century Boulevard L.A. International Airport
Title	Product Manager		Los Angeles, CA 90045-0000 UNITED STATES
Account	AmericanTours International, LLC	Phone	310.641.9953
Note Title	Go West 2018	Email	nimfa_calalang@americantours.com

Date 01/24/2018 **Regarding** Met with Nimfa at GWS 2018 SLC. 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 trying to get to IRU in Kalispell since she had never been. She has a scheduling conflict as of now. All GC partners can follow up with Nimfa at nimfa_calalang@ameriantours.com.

Contact Name	Luisa Conzatti	Address	33 West 46th Street
Title			New York, NY 10036 UNITED STATES
Account	Team America	Phone	212.697.7165
Note Title	Go West 2018	Email	luisa@teamamericany.com

Date 01/24/2018 **Regarding** Met with Luisa at GWS 2018 SLC. Team America is a full service receptive tour operator with offices in NY, Miami, Los Angeles. They offer extensive allotments of rooms online for all major cities in the US, Canada, Caribbean and South America. They have an elite line that specializes in the luxury travel segment. We have met also at Go West in Reno and past Roundups and we talked a lot about the Native Indian part of Montana. We spoke about all the different things that the Blackfeet offer, she was very intereted in the TP Village and the Native American Speaks program. She is now in charge of the group department so we will see she will be at IRU in the future. She knows that I am the contact for group in GC as well. I told her that Kalispell was the host for 2018 Roundup and she was very excited and said she would do a FAM for sure. GC lodging partners can contact Luisa about putting up an allotment of rooms for them to sell. Luisa@teamamericany.com

Contact Name	Aaron Corbett	Address	50 York Street South Melbourne, ** AUSTRALIA
Title		Phone	
Account	Luxury Escapes	Email	aaron.corbett@luxuryescapes.com
Note Title	Go West 2018		

Date	Regarding
01/24/2018	Met with Aaron at GWS 2018 SLC. 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. He looked up our luxury guest ranches and loves the glamping camps aspect of Paw Up. I sent Paws up/Nathan his contact information. Right now they have Clayoquot in British Columbia that is close. All high end GC partners should look at their website and see if partnering is a good fit. www.luxuryescapes.com

Contact Name	Kaijun Wang	Address	Rm 553 B Duan Beijing Business World Beijing, ** CHINA
Title		Phone	
Account	Beijing Global Tour International Travel Services	Email	wkj63@sohu.com
Note Title	Go West 2018		

Date	Regarding
01/24/2018	Met with Karen at GWS 2018 SLC. Beijing Global Tour International Travel Service Co., Ltd (BGTITS) was established in March 2007. Catering to Chinese citizens' outbound tours, domestic tours, and inbound tours. The outbound tour brand "Global Tour" has had a high reputation in the tourism industry for many years, and BGTITS has possessed a contingent of well-experienced professionals. This was definitely a "show where Montana is on the map" appointment. No further follow up in needed at this time.

Contact Name	Bruce Li	Address	18351 Colima Road
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Title			Rowland Heights, CA 91748 UNITED STATES
Account	Richview USA Holidays	Phone	626.435.5995
Note Title	Go West 2018	Email	brucelee255@hotmail.com

Date	Regarding
01/24/2018	Met with Bruce at GWS 2018 SLC. Richview USA Holidays is a local receptive tour company in L.A., invested in by Beijing Beiao Travel Agency. Each year they have managed 150 outbound groups, 50 convention and exhibition groups, and 100 business traveling groups. Specialties include organizing cultural and sports tours in North America. Also arranging automobile, motorcycle and expedition tours. In recent years self-driving tours, such as "American National Park Tour," "California Route 1," "Route 66" and "China Disability Travel Across the USA." Maybe we can be included in the National Park Tour, but not right now. No follow up is needed.

Contact Name	Mike Capriles	Address	Calles 53, Urb, Panama 7
Title	Marketing Director		Marbella, Panama
Account	Viajes Espana	Phone	507.223.9044
Note Title	Go West 2018	Email	mcapriles@viajes-espana.net

Date	Regarding
01/24/2018	Met with Mike at GWS 2018 SLC. Viajes Espana was founded over 40 years ago in Panama City, Central America specializing in FIT, groups, and corporate travels that range from economy up to luxury, all over the world. They assist clientele with travel all over the world, with air, hotel and ground transportation. Popular destinations feature one of a kind nature and close proximity to shopping. Guests stay an average of 6-10 nights. Every time he sees me he say "when is Go West Summit going to be in Montana?" He has never been to Montana but know and sees a great deal about it and how wonderful it is. He has assisted clients with getting here. He suggested we host the next GWS so that people could experience it. We are looking into it. If not, he would like to come on a FAM after Boise next year. He was not at GWS in Reno due to hear issues and told the story about how he was healed by patron saint and has no more heart issues and no surgery either. GC partners can follow up with Mike with their specific tourism product at miaereo@hotmail.com or caprilesmike@hotmail.com

Contact Name	Christine Rodela	Address	Carnethy Springhill Road Peebles, CA 92805-6606 UNITED STATES
Title	Product Manager		
Account	Destination America	Phone	714.385.2542
Note Title	Go West 2018	Email	christine@dest-amer.com

Date	Regarding
01/24/2018	Met with Darragh at GWS 2018 SLC, however he told me to follow up with Christine as she is the new product manager taking Stella's place. DA designs operates and delivers group motor coach tours that showcase the best destinations in North, Central and South America. 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 Christine at christine.rodela@dest-amer.com.

Contact Name	Mariette Oppenhuizen	Address	12000 Biscayne Boulevard Suite 600 North Miami, FL 33181 UNITED STATES
Title	Owner		
Account	Travalco USA Inc	Phone	305.899.6522
Note Title	Go West 2018	Email	mo@travalco.com

Date	Regarding
01/24/2018	Had an appointment to meet with Mariette at GWS 2018 SLC, but she cancelled the appointment. Travalco chooses to be an exclusive B2B company. They enjoy partnerships with leading Tour Operators from 56 countries which ensures a healthy business mix and valuable year-around production. They are looking for more options in Whitefish and Kalispell specifically Bed & Breakfast and Ranch stays. December - March is their booking season so time if of the essence for those that would like to sell their rooms. They need to offer a 25% commission. Contact Mariette at Mo@travalco.com

Contact Name	Yasuhiro Yamamoto	Address	6-28-8 Shinjuku-Ku
Title	Overseas Division Manager		Tokyo, Japan
Account	Travel Gallery Co., Ltd	Phone	
Note Title	Go West 2018	Email	yamamoto@t-gallery.co.jp

Date **Regarding**

01/25/2018 Met with Yasuhiro at GWS 2018 SLC. Travel Gallery Co is a tour operator providing travel to the USA from Japan. 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. Also lodging in Missoula as they plan to travel between YNP and GNP. Missoula lodging partners can follow up with Yashuhiro.

Contact Name	Maria Pacita	Address	Room 7 Maya Building
Title			Quezon City, PHILIPPINES
Account	Trusty Travel & Tours Inc.	Phone	
Note Title	Go West 2018	Email	punch@trustytravel.com.ph

Date **Regarding**

01/25/2018 Met with Maria at GWS 2018 SLC. For more than 20 years, Trusty Travel & Tours Inc. has provided leisure and corporate travelers with a wide range of travel programs that offer travelers advantages. The company is a fully automated enterprise equipped with the Amadeus Computer Reservation System (CRS), one of the world's leading network standards for direct, online travel bookings. They have 60 agents that help with everything from ticketing, tour packages etc. Most clients are from manufacturing, IT, sports etc. They have focused on SF and Las Vegas but know they need to know about more and are at GWS to learn about parts of the US for their Phillipines customers. No follow up is needed at this time.

Contact Name	Dustin Teichman	Address	17132 Magnolia Street
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Title	Vice President & General Manager		Fountain Valley, CA 92708 UNITED STATES
Account	Good Times Travel	Phone	714.848.1255
Note Title	Go West 2018	Email	dteichman@goodtimestravel.com

Date **Regarding**

01/25/2018 Met with Dustin at GWS 2018 SLC. 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 but pricing is so much better into GF. He will look again. Also, he has some rooms at Many Glacier (I told him those are GOLDEN and don't lose those rooms) and will put an itinerary together just for that tour to maybe fly into Kalispell. I told him about FLL for lunch or dinner steak fry options and he was very interested. Also looking for a group friendly restaurant near Holiday Inn downtown Missoula. I will work with Dustin on this and will follow up with GC suppliers as needed. If you are a GC partner looking to work with a quality tour operator, send Dustin an email.

Contact Name	Anngret Rossol	Address	NebendahlstraBe 16 Hamburg, Germany
Title			
Account	CANUSA Touristik GmbH & Co. KG	Phone	
Note Title	Go West 2018	Email	anngret.rossol@canusa.de

Date **Regarding**

01/25/2018 Met with Anngret at GWS 2018 SLC. CANUSA Touristik is a tour operator specializing in individualized travel to the United States and Canada. They focus on flexible fly & drive and motorhome travel. They usually get MHome's out of Calgary when they visit our region due to cost. They publish separate brochures for Alaska, Hawaii, Florida, Escorted Tours and Motorbike Tours. CANUSA has been in business for over 30 years. We helped them with an RV park near Glacier National Park in September 2017. We reserved 4 spots for them at the St. Mary's KOA for September 3rd while they are on their own FAM through the region in RV's. suggested the free shuttle that runs through Labor Day Weekend since they will have larger vehicles and not enough time to do a red bus tour. She would like video so I will send her the link to our youtube channel. GC partners can follow up with Anngret at anngret.rossol@canusa.de

Contact Name [Lucila Sta Ana](#) **Address** 121 Malakas St, Central Diliman
Title Quezon City, **
PHILIPPINES
Account Travel Specialist Ventures Group Inc. **Phone**
Note Title Go West 2018 **Email** luchie@travelspecialistventures.com

Date **Regarding**
01/25/2018 Met with Luchie at GWS 2018 SLC. I didn't realize I had already met with her counterpart Jane Stark. One of the most trusted brands when it comes to outbound travel in the Philippines. See notes on Jane.

Contact Name [Jean Christophe Michel](#) **Address** 39 Place Xavier Neujean
Title Assistant Manager Liege, 4000
Belgium
Account Ornella Travel **Phone**
Note Title Go West 2018 **Email** jcmichel@ornella.be

Date **Regarding**
01/25/2018 Met with Jean-Christophe at GWS 2018 SLC. 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. He booked a client at Glacier Under Canvas and wanted to be sure it will be a good fit. I assured him it will be fantastic and a great experience. Please feel free to follow up with Jean-Christophe if you have availability for unique lodging around GNP.

Contact Name [Will Scott](#) **Address** New Mill, New Mill Lane, Witney
Title Oxfordshire, OX29 9SX
United Kingdom

Account
Note Title

Audley Travel
Go West 2018

Phone
Email

will.scott@audleytravel.com

Date

Regarding

01/25/2018

Met with Will at GWS 2018 SLC. 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 travelled 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. Will has taken over the US while James who we worked with before is taking over Canada. I worked extensively with James because he believes they have the right client base for GNP. They work with RHMTours as the receptive in our area but have identified a couple of businesses that they would like to work with. Boutique property in Missoula, Belton Chalet and Glacier Guides in WG. They would also like information on Glacier Under Canvas. James flew into Montana before Roundup and visited Gibson Mansion and a few other sites. Glacier Guides is working with RMHT which really helps get their clients into Glacier National Park. Really like what Montana has to offer. THIS is a highly qualified and GREAT company. I highly recommend GC partners contact Will Scott and offer unique Montana experiences at will.scott@audleytravel.com
