



Report: Trade Show Contacts

Created By: Nicole Gonzalez

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Category: All Categories

Contact Tags: NTA 2017

Contact Name	Mark Hoffman	Address	9812 Old Winery Place, Suite 1
Title	Owner		Sacramento, CA 95827 UNITED STATES
Account	Sports Leisure Vacations	Phone	(916) 361-2051
		Email	marcslt@aol.com

Date	Regarding
03/27/2017	Met with Mark at NTA 2017 St. Louis. He has shelved his GNP tour and will see if taking out of the catalog brings renewed interest when he brings it back out. He says that he will sell into his TAP partners tours to GNP specifically Western Leisure. He challenged me to help Scott in his office spice it up a bit. I gave him suggestions for Holt Heritage Museum next to Lolo Steak House (he says he has never had a meal like that, loved Lolo Steak House) Missoula partners are encouraged to email Scott.Angeletti@sportsleisure.com to be added to their itinerary.

Contact Name	Tim Patrick	Address	1225 Warren Avenue P.O. Box 490
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Title Director of Product Development Downers Grove, IL 60515-3597
UNITED STATES
Account Mayflower Tours, Inc. **Phone** (630) 435-8268
Email tpatrick@mayflowertours.com

Date **Regarding**
03/27/2017 Met with Tim at NTA 2017 St. Louis. He did a Yellowstone to Glacier itinerary in 2016. He is focused on his train trips into our region. I asked if he would be interested in packaging a guest ranch along with Glacier National Park and he was very interested. He wants a link to Flathead Lake Lodge. This is a great opportunity for GC parnters around the train to follow up with Tim at tpatrick@mayflowertours.com

Contact Name [Fraser Neave](#) **Address** 250 Lansdowne Street
Title Kamloops, BC V2C 1X7
CANADA
Account Wells Gray Tours, Ltd **Phone** 250.374.0831
Email fraser@wellsgraytours.com

Date **Regarding**
03/27/2017 Met with Fraser at NTA 2017 St. Louis. They do Canadian Rockies and with the exchange rate tanking for them things in the US are uncertain. He does have a cowboy tour in Waterton Lakes and wants to add a red bus tour to it. He also has a group coming over via Amtrak and into Kalispell and staying at the Red Lion. We also discussed Issak Walton Inn, WMR and the new hotels that have just opened up in the Flathead Valley. GC partners should follow up with Fraser at fraser@wellsgraytours.com

Contact Name [Jodi Carda](#) **Address** PO Box 1034
Title Willmar, MN 56201
UNITED STATES
Account R & J Tours Inc. **Phone** 320.235.5875
Email jodi@rjtoursonline.com

Date **Regarding**

03/27/2017

Met with Jodi at NTA 2017 in St. Louis. They currently have a PNW tour and a National Parks tour that goes to Glacier that comes in to Missoula from Billings and then up to Glacier National Park. They just overnight in MSO and eat at the Cracker Barrel. I suggested a visit to the Rocky Mountain Elk Foundation and told a little history on Missoula to see if we can get them to stay longer. I also gave them some interesting things to see in the Bitterroot and we may see more out of this company. I told her about the St. Regis Travel Center and what a great stop it is for any last minute Montana items. Great bus parking and killer huckleberry milkshakes. Follow up with Jodi at jodi@rjtoursonline.com

Contact Name
Title

[Katrina Hegge](#)

Address

1529 W. Washington Street
Boise, ID 83707
UNITED STATES

Account

Idaho Tours

Phone

208.388.3000

Email

katrinah@harmontravel.com

Date

Regarding

03/27/2017

Met with Katrina at NTA 2017 St. Louis. 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. Even though she is so close in Idaho, she has never been to Montana. 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

[Carolyn Hackman](#)

Address

2727 Henry Avenue
P.O. Box 87
Eau Claire, WI 54701-6828
UNITED STATES

Title

Account

Holiday Vacations

Phone

715.830.4315

Email

chackman@holidayvacations.com

Date

Regarding

03/27/2017

Met with Carolyn at NTA 2017 St. Louis. I had just met with Sam from Holiday Vacations in January at ABA. He has dates were he will be in Montana selling tours and we have a date to see some sights in Missoula. She used to live in Idaho Falls, so knows the area pretty well. She didn't really have much more to say but seems like a great fun-loving gal. 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.net They utilize GPI currently, but are checking in the area to make a switch possibly.

Contact Name	Jenna Aukerman	Address	1205 S. 4th Ave
Title			Sioux Falls, SD 57105 UNITED STATES
Account	Omanson Tour & Travel, Inc.	Phone	605.728.8888
		Email	jennaaukerman@gmail.com

Date **Regarding**

03/27/2017

Met with Jenna at NTA 2017 St. Louis. They are out of Sioux Falls but had never been to Glacier National Park. So we spent most of the appointment going over the beauty, flora and fauna of GNP and all the outdoor activities surrounding the park. She asked about hiking so I mentioned all the hiking in the Bitterroot, Cabinets, Missions, Bob not to mention GNP. She wanted to know about our breweries as well. GC partners can follow up with Jenna.

Contact Name	Roy Chou	Address	814 Centre St. NE
Title	VP Marketing and Sales		Calgary, AB T2E 8K1 CANADA
Account	Calgary Tours & Transportation Ltd.	Phone	403.276.7816
		Email	roy@calgarytours.ca

Date **Regarding**

03/27/2017

Met with Roy at NTA 2017 St. Louis. They work with inbound to Calgary then would bring them to us in Montana. They work with all ages levels and activity levels as well. We talked about all the activities in GNP and at WMR from outfitters that provide horseback riding, white water rafting, hiking and biking. Ranger led programs, Native Indian programs. Calgary is a perfect fit for our part of Montana. Follow up with Roy at roy@calgarytours.ca

Contact Name	Jason Lu	Address	1979 Marcus Ave, Suite 210
Title	Director		Lake Success, NY 11042 UNITED STATES
Account	China Visit Tours USA Inc.	Phone	212.574.4619
		Email	jason@chinavisittour.com

Date **Regarding**

03/29/2017 Met with Jason at NTA 2017 St. Louis. He is located in Toronto CA. He was in Montana in November with a media FAM of 4 people from the Chinese market. They stayed in Billings, Bozeman, Butte and Missoula before heading to They went to Fort Missoula and the military museum and really enjoyed it. They all loved Big Sky country. For our area, they will be focusing on FIT self-guided on their own. He views himself as a destination promoter and that is why he organized the FAM with the media himself. YNP is very well known in the Chinese market, but they need something new as more and more Chinese have visited YNP. The rest of Montana should be a huge draw in his mind. GC partners can follow up with Jason at jason@chinavisittour.com

Contact Name	Theresa Reed	Address	XXX
Title			Don't Know, ** 00000 UNITED STATES
Account	Reed Travel Journeys	Phone	808.357.1278
		Email	reedtraveljourneys@gmail.com

Date **Regarding**

03/29/2017 Met with Theresa and Paul Reed at NTA 2017 St. Louis. They are based out of South Dakota and plan usually 9-10 day long trips. They currently have a YNP and Grand Tetons tour and are looking for new destinations. We talked about Glacier National Park and how it could fit in with a Canadian Rockies itinerary or a PNW itinerary. They appreciated the usb drive and additional itinerary suggestions for all of Western Montana. GC partners can follow up with Theresa at reedtraveljourneys@gmail.com

Contact Name	Bridget Ambrose	Address	17132 Magnolia Street
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Title			Fountain Valley, CA 92708 UNITED STATES
Account	Good Times Travel	Phone	714.848.1255
		Email	bridget@goodtimestravel.com

Date	Regarding
03/29/2017	Met with Bridget at NTA 2017 St. Louis. I had just 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.

Contact Name	Jennie LaReau	Address	PO Box 1051 Carmel, IN 46033 UNITED STATES
Title			
Account	Peace Love Pilgrimage, LLC	Phone	317.250.5107
		Email	JenLaReau@peacelovepilgrimage.com

Date	Regarding
03/29/2017	No show to appointment at NTA 2017 St. Louis.

Contact Name	Leah Baillargeon	Address	3250 28th St SE Grand Rapids, MI 49512 UNITED STATES
Title			
Account	Witte Travel & Tours	Phone	616.957.8113
		Email	leahb@wittetravel.com

Date	Regarding
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03/29/2017

Met with Leah at NTA 2017 St. Louis. They specializes in custom preformed groups that travel around and look for performance opportunities as well as alumni groups. She usually gets requests for New York, Washington DC and Disneyland/Disneyworld. They brought a group through in 2011 and wants to come back for sure. They did have a group come out to Montana from Calvin College Grand Rapids Michigan that was not performance based. She was fairly new in her position so loved the overview of Glacier Country and our usb to help fill in the gaps of her knowledge about our area. They do not have anything planned in the near future in our area. No additional follow up is needed at this time.

Contact Name
Title

[Jane DiFabbio](#)

Address

10 Westport Road
Wilton, CT 06897
UNITED STATES

Account

Tauck

Phone

203.899.6814

Email

jdifabbio@tauck.com

Date

Regarding

03/29/2017

Met with Jane at NTA 2017 St. Louis. Tauck has been running 30 departure dates yearly to Glacier National Park for the last 30 years. One of the BEST clients we have. They also run several of the Canadian Rockies tours that dip down to GNP. They added a new itinerary in Montana (Billings to Jackson Hole) I did mention all our new lodging in the Flathead Valley and she was very interested in Cedar Creek Lodge. She is in charge of contracting and not product development. All things are running smoothly and no need to follow up at this time.

Contact Name
Title

[Daphne Pollock](#)

Address

200 Albert Street North
Regina, SK S4R 5E2
CANADA

Account

WestWorld Tours

Phone

306.751.9518

Email

daphne@westworldtours.com

Date

Regarding

03/29/2017

Met with Daphne at NTA 2017 St. Louis. I requested this appointment because they say they go to states all around us but not Montana. I wanted to see if there was a possibility to add us to an already existing itinerary or create one for Montana. She said that they do fill their buses to 50 ppl. There hasn't been a huge request for MT, she thinks due to the Canadian Rockies looks similar. I showed her how easy it is for GNP to be incorporated into the Canadian Rockies tours. We talked about both YNP and GNP and how there might be a great tie in to do both parks in one itinerary. She took my usb for itinerary ideas and I will follow up. She was at LWL for a conference in the summer and did a red bus tour. No need for GC partners to follow up with her at this time.

Contact Name

[Harry Chen](#)

Address

199 California Dr, Ste 199

Title

Millbrae, CA 94030

UNITED STATES

Account

Joy Holiday

Phone

888.589.1199

Email

harry@joyholiday.com

Date

03/29/2017

Regarding

No show at NTA 2017 St. Louis.

Contact Name

[Daisy Ji](#)

Address

17800 Castleton St. #105

Title

City of Industry, CA 91748

UNITED STATES

Account

W & S International Travel Inc.

Phone

626.839.1656

Email

daisy@wangshengtravel.com

Date

03/29/2017

Regarding

No show at NTA 2017 St. Louis.

Contact Name

[Julie Burton-Ray](#)

Address

7231 South 900 East Suite 200

Title

Midvale, UT 84047

UNITED STATES

Account Western Leisure Inc. **Phone** 801.233.0600
Email Julie@westernleisure.com

Date 03/29/2017 **Regarding** Met with Julie Burton-Ray at NTA 2017 St. Louis. They are TAP members and sell guaranteed departures each year to Glacier Country. This year they have 3 booked for GNP area. 1 is for Sports Leisure and the others are TAP guarantees. I love this tour because it encompasses so much of our region. They visit the Smokejumper Center, stay at the BW Grant Creek Inn, visit St. Ignatious Mission, stop in Bigfork, RL in Kalispell, float the Middle Fork, stay 2 nights at Many Glacier, boat swift current and Red Bus the GTSR. Julie called after NTA and said she is having trouble booking rooms for the 2018 season and needed help. Cory at GPI is assisting. GC partners can follow up with Julie at julie@westernleisure.com

Contact Name [Anne Caparros](#) **Address** 21448 N. 75th Ave, Suite 9
Title Glendale, AZ 85308
UNITED STATES
Account A Closer Look Tours **Phone** 602.938.0951
Email acaparros@acloserlooktours.com

Date 03/29/2017 **Regarding** No show for NTA 2017 St. Louis.

Contact Name [Cathy Parrott](#) **Address** 180 Middle Street
Title Pawtucket, RI 02860
UNITED STATES
Account Collette Vacations **Phone** 401.727.9000
Email cparrott@collette.com

Date **Regarding**

03/29/2017

Met with Cathy at NTA 2017 St. Louis. I had worked with Chuck Carter on a FAM tour that they took last summer. He brought her out to see the Kalispell Red Lion. She stayed on and visited the Cedar Creek Lodge. She loves Glacier National Park and doesn't want it to be included in their Canadian products because it goes to the Canadian product manager not her (Western US product manager) She wants me to contact Sandra Pais, so I will. No immediate follow up is needed with Cathy at this time.

Contact Name	Laurie Lincoln	Address	4010 Watson Plaza Drive, Suite 139
Title			Lakewood, CA 90712 UNITED STATES
Account	Main Street Experiences	Phone	310.212.0791
		Email	laurie@mainstreettours.com

Date **Regarding**

03/30/2017

Met with Laurie at NTA 2017 St. Louis. They have changed their name from Main Street Tours to Main Street Experiences and instead of being a California tour company they are looking to take clients out of California to new destinations and are exploring the western states first. She says they will be 15 to 25 passengers and they are looking for very unique experiences. They are expanding with seniors to the east coast and a brand new product called WINOS (Women in Need of Spoiling) much like a girlfriends getaway. These are higher end clients so they will spend the money. I gave her several suggested ideas and she was very intrigued. She took our USB drive and will follow up with her product manager and call me to discuss specifics. GC partners offering VERY unique higher end experiential activities and 3 - 4 star lodging can follow up with Laurie at laurie@mainstreetexperiences.com

Contact Name	Melody Johnson	Address	4110 SE Hawthorne Blvd
Title			Portland, OR 97214 UNITED STATES
Account	Falcon's Crest Inc.	Phone	(360) 353-3596
		Email	melody@falconscrestinc.com

Date **Regarding**

03/30/2017

Met with Melody at NTA 2017 St. Louis. I worked with Melody back in my Washington days. She is a tour operator but also represents Albany Oregon as a destination. She is looking for these itinerary ideas from Western Montana 1. Unique and off the beaten path golf courses 2. Great BBQ eateries 3. Great brewery stories 4. Carousels and carousel museums. Native American cultural and historic sites 6. Farm/Ranch experiences 7. Missoula floods and related geology trails Glacier Country partners with these assets should contact Melody at melody@falconcrestinc.com. She also talked about her next big project which is an amphitheater, hotel and conference center in Goldendale WA. Just needing investors.

Contact Name
Title

[Andrew Knowles](#)

Address

3019 Pinewood Lane
La Crescenta, CA 91214
UNITED STATES

Account

Significant Living Travel

Phone

818.542.3158

Email

andy@significantlivingtravel.com

Date

Regarding

03/30/2017

Met with Andrew Knowles at NTA 2017 St. Louis. They did a 12 day trip to GNP for only 5 people in a 15 passenger van. The clients loved it, but it didn't make them any \$\$\$. They can't understand why it didn't sell better because it was such a great trip with so much to offer. They stayed at the Best Western Rocky Mountain Lodge in Whitefish. They will revisit a tour to our area in 2018. Andrew talked about the upcoming eclipse in August and how he has traveled around the world to view eclipses with no guarantee that the weather or other circumstances would present themselves. He says people do it from all over the world and it is big travel business. They do not need any follow up at this time. They will call me when they are ready to plan.
