



## Report: Trade Show Contacts

Created By: Debbie Picard

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Contact Tags: NTA San Antonio 2017

Note Title: NTA 2017 San Antonio

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<b>Contact Name</b>	<a href="#">Brittany Dykla</a>	<b>Address</b>	620 Sea Island Rd #301 St. Simons Island, GA 31522 UNITED STATES
<b>Title</b>		<b>Phone</b>	912.434.3088
<b>Account</b>	Brilliant Edventures	<b>Email</b>	brittany@brilliantedventures.com
<b>Note Title</b>	NTA 2017 San Antonio		
<b>Date</b>	<b>Regarding</b>		
01/03/2018	Met with Brittany at NTA 2017 San Antonio. Brilliant Edventures is a wholesaler to smaller companies. I had never met with them before. Surprised to find out that it is Pam Inman's company (Executive Director of NTA) and Brittany is her daughter. They focus on the senior market mainly, but customize all tours. She says they have focused mainly on tours in the east and south but are getting more requests for the west and National Parks. She asked is we do FAM tours, which we have not for the domestic group market. It would be good to get her out to see Western Montana and will include her if we decide to do a FAM. No specific follow up is needed at this time.		

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<b>Contact Name</b>	<a href="#">Una Denihan</a>	<b>Address</b>	1225 Warren Avenue P.O. Box 490
<b>Title</b>			Downers Grove, IL 60515-3597 UNITED STATES
<b>Account</b>	Mayflower Tours, Inc.	<b>Phone</b>	
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	una@mayflowertours.com

<b>Date</b>	<b>Regarding</b>
01/03/2018	Met with Una at NTA 2017 San Antonio. She says that they include Glacier in a Canadian Rockies tour into Calgary, Banff, Jasper. Unlike what Tim has told me in the past, she says that the Amtrak train tours are not selling well. She says that they will continue to offer them and take a minimum of 21 people to make them go. I told her about the new and different things that she could incorporate into the tour to entice clients. She was very receptive. Again, those GC partners that have easy access to any of the Amtrak stops, this would be a good contact for your businesses and follow up.

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<b>Contact Name</b>	<a href="#">Deborah Geshler</a>	<b>Address</b>	10101 Fondren Rd. Suite 555 Houston, TX 77096 UNITED STATES
<b>Title</b>			
<b>Account</b>	Sarah Qey Travel Inc.	<b>Phone</b>	
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	deborah@sarahqeytravel.com

<b>Date</b>	<b>Regarding</b>
01/03/2018	She was a no show at NTA 2017 San Antonio.

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<b>Contact Name</b>	<a href="#">Chris Knowles</a>	<b>Address</b>	3019 Pinewood Lane La Crescenta, CA 91214 UNITED STATES
<b>Title</b>			
<b>Account</b>	Significant Living Travel	<b>Phone</b>	818.542.3158
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	sltravel@charter.net

<b>Date</b>	<b>Regarding</b>
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01/03/2018

Met with Chris Knowles at NTA 2017 San Antonio. 95% of their clients are in California and are primarily the senior market. 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. This last year they focused on Kentucky and West Virginia. They do not need any follow up at this time. They will call me when they are ready to plan.

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<b>Contact Name Title</b>	<a href="#">Anita Koot</a>	<b>Address</b>	Scandinavia Tours Vaagaa, NORWAY
<b>Account Note Title</b>	Scandinavia Tours NTA 2017 San Antonio	<b>Phone</b>	
		<b>Email</b>	anita@scandinaviatours.no

**Date**                      **Regarding**

01/03/2018

Met with Anita at NTA 2017 San Antonio. They are only doing Scandinavia tours at the moment but are here at NTA meeting with different destinations and gathering information for when they expand in the future. We talked all about Glacier National Park and the western hospitality found in Western Montana and how to encompass our region with either a Canadian Rockies, or PNW or YNP/GNP itinerary. She said the hope is that when the dollar weakens a bit she will have the info she needs to put other tours together. No follow up is needed at this point.

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<b>Contact Name Title</b>	<a href="#">Connie VanderPoel</a>	<b>Address</b>	1500 Travis Road Marshall, MN 56258 UNITED STATES
<b>Account Note Title</b>	Southwest Tours NTA 2017 San Antonio	<b>Phone</b>	507.532.5675
		<b>Email</b>	connie@swtoursandtravel.com

**Date**                      **Regarding**

01/03/2018

Met with Connie at NTA 2017 San Antonio. They are new to our database but she knows Montana well. They are looking to put a tour together for 2019. She would like our help in providing video for her to help promote the tour. I will hook her up with our you tube channel. She also loved the usb to help her pull things together into an itinerary for 2019. Sh will call me when she is putting the details together and get more specific information from me. No specific follow up is needed from GC partners at this time.

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<b>Contact Name</b>	<a href="#">Scott Angeletti</a>	<b>Address</b>	9812 Old Winery Place, Suite 1
<b>Title</b>	Operations Manager		Sacramento, CA 95827 UNITED STATES
<b>Account</b>	Sports Leisure Vacations	<b>Phone</b>	916.361.2051
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	scottangelslv@gmail.com

**Date**                      **Regarding**

01/03/2018                      Met with Scott at NTA 2017 San Antonio. After Mark shelved the GNP tour for a couple years, they feel it might have new blood again. They did sell into Western Leisures tour (TAP Alliance). Mark challenged me to help Scott 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) I also told him about new offerings in the Flathead (FLL cookout) and Missoula. Missoula partners are encouraged to email Scottangelslv@gmail.com to be added to their itinerary.

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<b>Contact Name</b>	<a href="#">Julie Burton-Ray</a>	<b>Address</b>	7231 South 900 East Suite 200
<b>Title</b>			Midvale, UT 84047 UNITED STATES
<b>Account</b>	Western Leisure Inc.	<b>Phone</b>	801.233.0600
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	Julie@westernleisure.com

**Date**                      **Regarding**

01/03/2018                      Met with Julie Burton-Ray at NTA 2017 San Antonio. They are TAP members and sell guaranteed departures each year to Glacier Country. This year they have 2 booked for GNP area for TAP partners , and another 4 for others for a total of 6 tours. 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. They still struggle with booking rooms around the park. GC partners that want to work with one of our most valued tour operators can follow up with Julie at julie@westernleisure.com and earn their business.

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<b>Contact Name</b>	<a href="#">Angie Chamberlin</a>	<b>Address</b>	5301 South Federal Circle
<b>Title</b>			Littleton, CO 80123-2390 UNITED STATES
<b>Account</b>	Globus Family of Brands - Globus, Cosmos, Monograms, Avalon	<b>Phone</b>	
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	achamberlin@globusfamily.com
<b>Date</b>	<b>Regarding</b>		
01/03/2018	Met with Angie at NTA 2017 San Antonio. 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 had 7 departures for their Geysers to Glaciers tour, only ran 4 of them but they always give a tour 3 years before deciding if it need revamping. They also include Kalispell on the Canadian Rockies tour which has 18 departures but she doesn't have anything to do with that one. She will not be at GWS this year. Will see her again at IPW. 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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<b>Contact Name</b>	<a href="#">Sally Lane</a>	<b>Address</b>	20 First Plaza Galeria NW, Suite 212
<b>Title</b>	Owner		Albuquerque, NM 87102 UNITED STATES
<b>Account</b>	Destination Southwest	<b>Phone</b>	505.766.9068
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	sally@destinationsouthwest.com
<b>Date</b>	<b>Regarding</b>		
01/03/2018	Met with Sally at NTA 2017 San Antonio. I first met Sally on our tour of "The making of the show Nashville" back in 2014 at ABA. She was so much fun and another networking reason that I try to go on these tours. They specialize in receptive offerings in the New Mexico area but are branching out with their affinity groups that want more. They have several golf and naturalist tours planned and think that Western Montana would be a great addition to their program. We talked all about the options in our short 10 minutes. She is coming to Montana with her boyfriend this summer and wants to see Glacier and Whitefish for sure. I told her to call me and I would help plan their itinerary so she can see all the great spots to include on her itinerary. I will call and discuss further needs and send out the appropriate needs		

to our GC partners. \*She calls me Debbie Doodle ;)

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<b>Contact Name</b>	<a href="#">Cathy Parrott</a>	<b>Address</b>	180 Middle Street
<b>Title</b>			Pawtucket, RI 02860 UNITED STATES
<b>Account</b>	Collette Vacations	<b>Phone</b>	401.727.9000
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	cparrott@collette.com

<b>Date</b>	<b>Regarding</b>
01/03/2018	Met with Cathy at NTA 2017 San Antonio. 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. She would love to use the Cedar Creek Lodge but requests a few things they do not offer. She thinks an easy fix, but will see. The big news is SHE IS RETIRING in May. She gave me Vinette DiGregorio who will be taking her position. She is not at NTA, but will be here next year. I will save my follow up for a bit to Vinette so she can get into the position first.

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<b>Contact Name</b>	<a href="#">Connie Mancillas</a>	<b>Address</b>	1000 N Green Valley Pkwy Ste 440, PMB 347
<b>Title</b>			Henderson, NV 89074-6172 UNITED STATES
<b>Account</b>	Tours of Distinction	<b>Phone</b>	
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	azulmama@aol.com

<b>Date</b>	<b>Regarding</b>
01/03/2018	Met with Connie at NTA 2017 San Antonio. They haven't been to our region in quite some time (2012, I think) they do have a tour to Mt Rushmore/YNP this year but not as far as GNP. Connie retired from the Nevada Tourism, so knows her stuff. She would like to plan a trip out herself to get better acquainted with our tourism product. She is familiar with Montana just not on the level she needs to be to put a tour together and feel like she has hit all the highlights. No specific follow up is necessary for GC partners at this time.

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<b>Contact Name</b>	<a href="#">Sam Franzen</a>	<b>Address</b>	2727 Henry Avenue P.O. Box 87
<b>Title</b>	Product Manager		Eau Claire, WI 54701-6828 UNITED STATES
<b>Account</b>	Holiday Vacations	<b>Phone</b>	715.834.5555
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	sfranzen@holidayvacations.com

**Date**                      **Regarding**

01/03/2018                      Met with Sam at NTA 2017 San Antonio. 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. 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 .

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<b>Contact Name</b>	<a href="#">Karen Achtenhagen</a>	<b>Address</b>	624 El Cajon Blvd
<b>Title</b>	Product Manager		El Cajon, CA 92020 UNITED STATES
<b>Account</b>	DayTripper Tours	<b>Phone</b>	619.299.5777
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	karen@daytripper.com

**Date**                      **Regarding**

01/09/2018                      Met with Karen at NTA 2017 San Antonio. She says that they currently sell into Mayflower Tours that comes to our region. She is also headed into Glacier National Park with a Canadian Rockies tour, but she's not quite ready to put it all together. Once she does the Rockies tour might be able to put one together on her own. I gave her our USB drive and went over our profile sheet to show her all her options. She requested no further follow up at this time and that when she is ready to put the itinerary together she would contact me for help.

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<b>Contact Name</b>	<a href="#">Lisa Buie</a>	<b>Address</b>	545 W. Smith Rd
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<b>Title</b>			Medina, OH 44256 UNITED STATES
<b>Account</b>	Don't Forget the List, LLC	<b>Phone</b>	330.421.3980
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	travel@dontforgetthelist.com

<b>Date</b>	<b>Regarding</b>
01/09/2018	Met with Lisa at NTA 2017 San Antonio. They are a new type of travel company and geared towards the Gen X and millennials. It's surprise travel and solo trips up to 15 people. They fill out an in depth profile and based on the that they will put a trip together. They started 6 months ago. She is at NTA to gather information from around the country to see what she need to put these trips together. Based on our conversations she thinks GNP would be a great fit for her clients. I will follow up with ideas and suggestions. No follow up is needed from GC partners at this time.

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<b>Contact Name</b>	<a href="#">Katrina Hegge</a>	<b>Address</b>	1529 W. Washington Street Boise, ID 83707 UNITED STATES
<b>Account</b>	Idaho Tours/Harmon Travel	<b>Phone</b>	208.388.3000
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	katrinah@harmontravel.com

<b>Date</b>	<b>Regarding</b>
01/09/2018	Met with Katrina at NTA 2017 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. 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 <a href="mailto:katrinah@harmontravel.com">katrinah@harmontravel.com</a>

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<b>Contact Name</b>	<a href="#">Jason Murray</a>	<b>Address</b>	382 E. 650 S. Circle Cedar City, UT 84720 UNITED STATES
<b>Account</b>	Southwest Adventure Tours LLC	<b>Phone</b>	435.590.5864
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	jason@southwestadventuretours.com



**Date**                      **Regarding**

01/09/2018                      Met with Jason at NTA 2017 San Antonio. They specialize in small group business, 15 people or less. Tours are all done in Mercedes Sprinter Vans. Last year they had 45 room nights in Whitefish and East Glacier. They are looking for a yoga tour and a hotel or place that would have room for that. Glacier Country would be great. I told them about the Firebrand, rooftop patio and all our accommodations with outdoor space. In 2018 they have 2 tours booked in July and August in MSO out SLC. Follow up with Jason is advised.

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<b>Contact Name</b>	<a href="#">Jacqueline Malecki</a>	<b>Address</b>	500 Cummings Ctr Ste 5500
<b>Title</b>			Beverly, MA 01915-6115 UNITED STATES
<b>Account</b>	Yankee Holiday/Amtrak Vacations	<b>Phone</b>	
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	jacqueline.malecki@yhginc.com

**Date**                      **Regarding**

01/23/2018                      Met with Jacqueline at NTA 2017 San Antonio. They are no longer bringing groups into our area. They have had difficulty selling the AMTRAK part of the tour due to delays and whatnot. They are no focused on the FIT traveler into our area. They like to utilize Glacier Park Lodge and will spill over into Whitefish is needed. She asked about the shuttle from Whitefish into the park and I will send her a link to the shuttle information, as well as the free shuttle that runs in GNP. No other immediate needs for her.

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<b>Contact Name</b>	<a href="#">Diwen Zeng</a>	<b>Address</b>	1111 W. 48th Street
<b>Title</b>	Manager		Chicago, IL 60609 UNITED STATES
<b>Account</b>	D & J Tours	<b>Phone</b>	312.799.9101
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	djcoachtours@gmail.com

**Date**                      **Regarding**

01/23/2018 Met with Diwen at NTA 2017 San Antonio. They are a bus tour operator out of Chicago with a focus on the local chinese, korean and Asia market. He didn't have any information on Montana and the Glacier National Park area, so I spent the entire meeting educating him on what there is to see and do in Western Montana. He was just fact finding at this time so no immediate follow up is needed.

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<b>Contact Name</b>	<a href="#">Melody Johnson</a>	<b>Address</b>	4110 SE Hawthorne Blvd Portland, OR 97214 UNITED STATES
<b>Title</b>			
<b>Account</b>	Falcon's Crest Inc.	<b>Phone</b>	360.353.3596
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	melody@falconscrestinc.com

**Date**                      **Regarding**

01/23/2018 Met with Melody at NTA 2017 San Antonio. 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@falconscrestinc.com. She also talked about her next big project which is an amphitheater, hotel and conference center in Goldendale WA. Just needing investors.

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<b>Contact Name</b>	<a href="#">Brennan Mogck</a>	<b>Address</b>	4001 Stinson Blvd. Suite 430 Minneapolis, MN 55421 UNITED STATES
<b>Title</b>			
<b>Account</b>	Landmark Tours Inc	<b>Phone</b>	651.490.5408
<b>Note Title</b>	NTA 2017 San Antonio	<b>Email</b>	brennan@gowithlandmark.com

**Date**                      **Regarding**

01/23/2018 Met with Brennan at NTA 2017 San Antonio. They are a small tour operator out of Minneapolis. They do get requests for Montana and specifically GNP but have not put a tour together in awhile. He is familiar with GNP due to coming for his honeymoon. LOVED it and knows he could sell it if they put the package together. GC partners are welcome to contact Brennan as he plans for a tour to Western Montana.

