



Prepared On: 07/29/2019

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INTERNATIONAL TRADE SHOW NOTES

Company Name	Company Country	Notes from Show	Show
Universalturismo	ITALY	Met with Stefano at IPW19 Anaheim. They specialize in FIT fly/drives into our region. They also help with business travel, incentive and leisure. Stefano has been to MT a couple times and was on the MT/ID FAM a few years ago. Stefano was on our YNP to GNP FAM after Roundup in 2016. He LOVED the helicopter ride over GNP sent me a Happy New Years note saying it was the best present of 2016. They sell the WESTERN experience to their clients. Interested in American Indian Pow Wows, bison or horse roundups, rodeo, ghost towns. He requested information on niche tours for fly-fishing and maybe include the Norman Mclean Festival. They work well with RMHT, ATI, Bonotel and Travelco. He works well with Olga, the RMI rep in Rome. I will send him suggested itineraries as they are always updating their website. Any GC partner can follow up with Stefano at stefano.gnerucci@universalturismo.com	2019 IPW Anaheim
TourConsult International	GERMANY	Met with Andreas at IPW19 Anaheim. They specialize in long-haul, tailor-made vacations including hotels, resorts, adventure tours, custom fly drives. RV rentals with Cruise America. Building new product in our region. Many clients come through Calgary and CAN Rockies. Requested an overview for new fly drives and including new RV parks. Send State Parks link. Gave usbs with MT info.	2019 IPW Anaheim
Jetset Voyages	FRANCE	Met with Charles at IPW19 Anaheim. They are a French tour operator offering fly-drive, city packages. The majority of their clients are families looking for original activities. They focus on ranches, historic properties, original lodging as well as some chain hotels. They would like to offer more excursions in the region with horseback riding, wildlife viewing, fishing etc. They are at IPW looking for those excursions to add to packages. He is really looking for an itinerary in WY with YNP, then Western Montana and GNP include some of Idaho and on up into Canada. Talked coming up Bitterroot and hiking, Daly Mansion, Missoula downtown, NBR, Flathead Lake, Bigfork, Glacier/Waterton. They currently work with RMHT in the region. Follow up with Charles Julien at cjulien@jetset-voyages.fr	2019 IPW Anaheim
AmeriGo	FRANCE	Met with Jean-Marie Douau at IPW19 Anaheim. Amerigo is a French tour operator specializing in tailor made itineraries. They work B2B with travel agencies all over France. Their FIT department works with USA and Canada customized "a la carte" itineraries. He was looking for 15 passenger vans in the Rockies with trailer for luggage. Whichever airport city in MT has 15 passenger vans they will fly into and do a loop tour and drop at the same place. They don't want to do too many miles in one day and spend more time in the area. They will spend 2 weeks, 14 nights. They currently work with RMHT, Gowest, Bonotel and GTA as US receptives. I will follow up with car rental places to see if we can get them to fly into Glacier Country. No followup is needed at this time from other GC partners.	2019 IPW Anaheim
Fujian Comfort Intl Travel Service Co.	CHINA	Met with Meiyang at IPW19 Anaheim. The first incorporated company in Fujian Province established on the basis of travel agency. Business mainly focuses on outbound travel, Taiwan Straits, inbound travel, domestic travel, international air ticket agency, scenic spot, investment, development, convention, and exhibition. They have 10 wholly owned or controlled travel agencies and more than 200 outlets with a wide branch net. She was looking for what to do with 3 days in Montana. Gave her an overview. She didn't speak English well and couldn't answer questions. Did not have an interpreter. No follow up needed.	2019 IPW Anaheim
En Route Travel Canada	CANADA	Met with Kimo at IPW19 Anaheim. They are a receptive tour operator based in BC. Specialized in packaged and pre-booked self-guided RV Itineraries for international tourists traveling with rental RVs, operating B2B exclusively. FIT and group itineraries always include campgrounds and can be further customized by add-ons like activities, (guided) tours, accommodations, and transportation. Focuses on EU markets, B2B, RV clients. BC pairs well with Alberta, MT, Seattle. New company starting in US. Requested itineraries for RVs, scenic routes to recommend, RV friendly locations for a 19 day trip. Offered several of our RV parks Diamond S RV in Ronan, Polson RV Park, KOA in St Mary and new West Glacier RV Park. GC RV parks can follow up with Kimo.	2019 IPW Anaheim
Scott Dunn	UNITED KINGDOM	Met with John Taker at IPW19 Anaheim. Founded in 1986 by one man and a great idea to organize luxury ski holidays. Andrew Dunn crafting luxury ski trips for the most discerning guests, added luxury villas to portfolio and arrange bespoke luxury holidays to amazing destinations around the world, completely tailored to the guest's requirements. Operates globally as Luxury Travel Acquisitions in partnership with sister company Imagine Travel and has offices in London, San Diego, Hong Kong, Singapore, Beijing, and Shanghai. Company sends 1500 pax all over US to Nat Parks, want experiential. Requested support for an Asian fam in August that would include 2 - 4 consultants for 10 days in the region. Scott Dunn Asia has clients who are billionaires and spend \$30K on a trip. Reviewed upscale properties in MT including Ranch at Rock Creek, Triple Creek, Paws Up and Lodge at Whitefish Lake. Follow up with MOTBD to see about this happening?	2019 IPW Anaheim
Colorful Tours	UNITED STATES	Met with Virginia at IPW19 Anaheim. Receptive tour operator for the Taiwan market and wholesale tour company. They handle inbound tours from Taiwan and China. Tour series, tour groups, leisure groups, misc groups and student group. focus on the East Coast, West Coast, and Canada. We discussed what they want out of Montana. Shopping and scenery were key. She wanted restaurant recommendations in Missoula but they are staying in Missoula, Kalispell and Whitefish. Offered up Kobe in Missoula. Not as familiar in Flathead. They don't take the time to get off the bus and do a tour. Talked about red bus tours and Sun Tours. She said no. No specific follow up. MOTBD will offer up restaurants.	2019 IPW Anaheim
Evenements Voyages	FRANCE	Met with Daniel at IPW19 Anaheim. Tours for huge sports and cultural events all over the world in USA: NASCAR, Indy, NFL, and NBA tours, Blues story, Jazz, and country music festivals, Operas tours, Native American tours, balloon fiesta, Harley tours, indian wars, and civil war tours. Tailor-made us tours for FIT and small groups. He is an Indian expert and talked extensively with Philip. Offer Native American tours throughout SE US. 10-15 pax per group staying for 2 weeks. Arrive DEN > MT > SD > ND > WY. Look to build a tipi themselves. Has fishing and hunting clients too, interest in dude ranches, not luxury ranches, snowmobile options. Requested all followup to be via email with links. Will send link with Glacier to Geysers motorcycle/snowmobiling, Music Festivals and guest ranches. Talked about Bar W, Flathead Lake Lodge, Cheff Guest Ranch and Rich Ranch.	2019 IPW Anaheim

Company Name	Company Country	Notes from Show	Show
Discover America Tourism	ISRAEL	Met with Eyal at IPW19 Anaheim. They are the largest Israeli-American tour operator for the Israeli market to the US. The company excels in Hebrew speaking tours, transfers, Broadway shows, hop-on/hop-off buses, tailor-made tours, private groups, caravan family tours, business tours, bicycle & motorcycles tours, tours for the religious community, resorts in the Caribbean, cruises, and more. Wants to expand into GNP area, has done Vegas to YNP in the past. Gave overview and usbs with info. We talked about Butte, Helena and Missoula. Realizes he needs 2 nights in GC for sightseeing and not just driving. Will follow up.	2019 IPW Anaheim
Blue Travel	UNITED STATES	Met with Eddy at IPW19 Anaheim. Eddy lived in Butte MT at a young age and learned English there. He thinks Chinese would and should take a tour through Big Sky Country and they are currently taking them to Big Sky. He is looking for 3 or 4 star hotels for the Taiwan and Chinese market. Groups are 30 ppl and he also offers FIT. They travel May - August. Requested hotels in Livingston, Bozeman and Gardiner to use the north entrance. They have had ice staying in Big Sky and driving into West. They also specialize in U.S. luxury yachts, private flying machine, outdoor shoot, top hunting, the center for senior citizens, to participate in the United States, RV trip, travel, and study in kindergarten university summer camp, sports event, track racing. No Glacier at this time.	2019 IPW Anaheim
Uno Tour	TAIWAN, PROVINCE OF CHINA	Met with Leo at IPW19 Anaheim. Offers leisure group tours, no groups into MT now. He is gathering info. 20-35 pax, SFO and LAX flights. Gave overview of state and usbs with info. From company: Specialized in promoting tours to Europe Mideast and Africa region for Taiwanese passengers. Company with 4 offices island-wide and 50 employees With highly interest in extending company products to USA and Canada. Hope can promote good taste and niche products to Taiwanese outbound market. Looking for to establish good partnership with Coach companies and Hotel industry.	2019 IPW Anaheim
Kensington Tour	CANADA	Met with Kelly at IPW19 Anaheim. They are a French B2C operator in Paris selling tailor made products online. Offer high end customized FIT, age 55+. Currently not offering North America but want to offer it in 2020. Interested in Nat parks. Clients spend \$16k on trips and stay 2-3 nts per destination. Have a driver and guide or one in the same if speak same language. We can set the service level; if 3 star is all we offer with a great experience that is fine.	2019 IPW Anaheim
Le Cercle des Vacances	FRANCE	Met with Antony at IPW19 Anaheim. A French B2C tour operator in Paris, selling tailor-made products online. Provide fly and drive in all parts of the country, and sell city breaks in the main cities, escorted tours, and adventure tours. Developing new itineraries for clients' 3rd or 4th trip to the US. Most popular is SFO to LAX currently. They book through RMTours. Requested more lodging alternatives on the east side of GNP.	2019 IPW Anaheim
Leavetown	UNITED STATES	Met with James at IPW19 Anaheim. The RedAwning Group, including RedAwning.com, Jetstream, Leavetown by RedAwning, and RedAwning TravelPro is an end-to-end distribution, marketing & reservations solution for managers of vacation properties, destination organizations and travel advisors. It was a sales pitch about a platform for VRBO/AirBnB	2019 IPW Anaheim
EMI Global USA	PORTUGAL	Met with Armindo at IPW19 Anaheim. They are a receptive tour operator and destination management company specializing in FIT's, Leisure Travel Programs, Incentives, Congress, Technical, Professional Groups. Created in 2006, EMI Global has been providing quality services to the United States from domestic and international travel agencies, tour operators, incentive houses, and corporate clients. Offices in United States, Portugal, and Spain. Currently not offering tours to MT. Offers 60% FIT and 40% groups. Clients visit SFO, LA, Vegas and Chicago. Offer fly drives, adventurous clients, 7-10 day trips. Requested itineraries for MT, promotional videos, images of ranches, fly fishing, higher end lodging and experiences. Took USBs	2019 IPW Anaheim
Style in Travel	NETHERLANDS	Met with Birgitte at IPW19 Anaheim. They offer tailor-made holidays to the USA and several other destinations through a collection of niche tour operators. They focus on self-drive itineraries to lesser-known destinations or like to show our clients the other side of popular destinations. Their goal is to offer clients a local experience, by adding unique excursions and staying in characteristic accommodations. Have Dutch clients, couples, age 55+ or families, business class. Offer fly drives of 3-4 week itineraries. Like unique lodging, local experiences. These are repeat travelers, not always requiring top level stops, likes to promote higher end, interested in guest ranches. She requested an overview of the state. Requested links to images.	2019 IPW Anaheim
USA Travel Consultants	BELGIUM	Met with Elke at IPW19 Anaheim. Tour Operator specializing in tailor-made programs for the Dutch and French speaking. Provides a large program of motor coach tours, fly & drives, city package, cars, motorhomes, attractions, hotels, villas, cruises, etc. and a website with extensive information and online booking possibilities for travel agents. Their brochure is B2B but their sales are B2C. She was very interested in ranch stays and wanted to know if we have guest ranch FAMs.	2019 IPW Anaheim
Go West Tours	UNITED STATES	Met with Elijah at IPW19 Anaheim. Receptive Tour Operator and DMC to the USA. Tour and Travel division and Incentive/Corporate travel are managed separately by two different teams for both quotes and operations. Main strengths are: quick quotes, competitiveness, quality of service, professionalism, creativity and knowledge of foreign languages, cultures and needs. 80% leisure groups (30 pax), 20% incentive group/FIT. 95% of clients are European/Pacific/Latin American, 55% from France (their #1 market). Start coach tours in DEN for loop tour or end in SLC. Western US is the #1 destination. In MT they visit YNP, some go to GNP. New Italian tour begins in LAX, ends in SFO and includes YNP, 15 nts, has been very popular. Most visit GNP with their CAN Rockies tours, through SEA. Needs new lodging and restaurants. Offer some winter product. Given usbs with MT info.	2019 IPW Anaheim
Chengdu Everbright Intl Tufeng Travel Service Co	CHINA	Met with Peiyi at IPW19 in Anaheim. Established in 1984 as a travel wholesaler and retailer. Wholesales and sells global outbound travel services in the Chinese market. The US-Canada Exit Center (brand name: Aojingyou). Its main business line destinations are the United States, Canada, and Europe. High-end customized tourism, family-friendly travel, business travel, self-driving tour, and group tour. Offer bus tours with up to 30 pax., as well as self drives. Offer GNP with Waterton and CAN Rockies. Requested info about YNP, including access to YNP. Gave usbs of MT info. Also gave information on Isaak Walton Inn, Museum of Plains Indians - Browning, Babb and St. Mary area (Johnson's of St. Mary) breakfast stop.	2019 IPW Anaheim
Kuoni Travel UK	UNITED KINGDOM	Met with Tom at IPW19 Anaheim. Part of DER Touristik, one of Europe's leading travel groups. Kuoni UK has set the pace in luxury worldwide travel for 50 years and is regularly voted one of the best holiday companies by readers of national newspapers and travel industry titles. Excels in creating tailor-made holidays and honeymoons to more than 80 destinations around the world. Over the last six years Kuoni has grown its retail network and can be found in 47 locations. Offer all FIT, fly drives. They recently put together a tour with help from KBC our rep in UK. Outdoor Lifestyle shows (Countryfile) will promote DEN to SLC roadtrip, 15 days. Trip includes WY > SD > ND > MT: Billings, Bozeman > Twin Falls ID > YNP. Interested in scenic byways. Gave usbs with MT info. Did an overview of why they should include Glacier Country. Looking for scenic byways...GTTSR, our rural corridors, showed map of all of them. Talked Browning, difference between Blackfoot Indians & Flathead Indians, Polson options, Bison Range, Missoula & Historical Museum, Bitterroot and festivals.	2019 IPW Anaheim

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Luxury Escapes	AUSTRALIA	Met with Jodie at IPW19 Anaheim. 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) with 8 million monthly viewers and the Luxury Escapes Magazine with a readership of 1 Million per issue. They are opening an office in SF in the next 2 years to better cover the US. She wanted to hear about luxury guest ranches. Did an overview of Triple Creek, Ranch at Rock Creek, Paws Up and a little on Flathead Lake Lodge. All high end GC partners should look at their website and see if partnering is a good fit. www.luxuryescapes.com	2019 IPW Anaheim
Bound Round	AUSTRALIA	Met with Julie at IPW19 Anaheim. Owns and operates two travel platforms that combine travel editorial and sales. The MyDiscoveries brand is for retirees and sells to a closed user group of over 3,000,000 Australians. Sells travel offers and packages to Australian families through owned database of over 65,000 families. Both brands use editorial coverage and branded magazines to drive awareness of destinations and then sell aligned holiday deals. Focus on accessible tourism for those with disabilities. Travel without limits, family travel, My Discoveries < 3 different markets. Requested to know if there are any equine therapy places in MT. Talked about petting zoo in West Glacier at Crown of the Continent Discover Center, Dragon Hollow in Missoula. Gave overview and usbs.	2019 IPW Anaheim
Abercrombie & Kent	UNITED KINGDOM	Met with Hein at IPW19 Anaheim. Company has 52 offices throughout the world, UK is the dominant market buying from them. Offer FIT self drives and small groups (12-14 pax), 10-14 day trips with no more than 4 stops, always include a national park in the itinerary. Not always luxury lodging will forgo for the experience. Like experiences: wildlife, nature, history, Native American, need good guides with vehicles. Talked National Bison Range and Wildlife Refuges in Stevensville and Ninepipes in Charlo. GNP and GTTS Road particularly Babb and Many Glacier area for wildlife. Guides offered Glacier Guides, Swan Mountain Outfitters, Glacier Raft Co. Grizzly Hackle for fishing. Talked luxury guest ranches offer guides/outfitters themselves. (PU, RRC, Triple Creek) Gave overview and usbs. Requested a list of good outfitters.	2019 IPW Anaheim
FDM Travel	DENMARK	Met with Jesper at IPW19 Anaheim. Offers a unique access to the Danish market with a 50/50 split distribution between online and offline sale and a unique chance of surveying the product flow from purchasing and production over marketing to final sales. They are sister company to AAA. Focus on Canada, US, South Africa. Interested in "sweet spot" - not the #1 attractions but favorites and lesser known. Talked about NW corner of Montana Libby/Troy and what great scenic areas they are. Bitterroot for cowboy culture in Darby. Missoula and Smokejumper, RMEF, downtown. usbs with MT info.	2019 IPW Anaheim
American Ring Travel Inc.	UNITED STATES	Met with Margaret at IPW19 Anaheim. 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. They have a new product where they slow down and spend more time. They want unique lodging. GC partners can follow up.	2019 IPW Anaheim
House of Travel	NEW ZEALAND	Met with Bridget at IPW19 Anaheim. New Zealand's largest independent chain of travel agents offering overseas travel deals, holiday packages, airfares, coach tours, cruises, and travel tips. Focuses mostly on FIT. Their clients know YNP but not GNP. Talked GNP, Blackfeet reservation, Sun Tours, Reds, Glacier Guides, Swan Mountain Outfitters, Whitefish, WMR, Kalispell, Conrad Mansion, Flathead Lake, National Bison Range, Ninepipes Museum, Missoula, Smokejumpers Center, hiking/biking in Bitterroot. Gave MT overview and usbs with MT info. Send itineraries.	2019 IPW Anaheim
Wannar Travel	CHINA	Came early and went to the orange group at IPW19 Anaheim. Headquartered in San Jose, California, was founded in 2009. Has the professional United States travel agency license and is one of the most well-known booking platforms for United States, Canada, and Europe travelers. Focuses on North American destination operations and delivers customers everything they need for researching, customizing, planning, and purchasing traveling products, including guided tours, short-term tours, and activities. Right now, SF, LA, Vegas, DC and NYC are popular destinations but seeing a trend to other areas of the USA, traveling June -August. Plan travel for FIT and some group. Rong has been to many national parks but not GNP. Discussed a trip Seattle to YNP to SLC, maybe 5 days. Send your itinerary ideas for Montana.	2019 IPW Anaheim
Chongqing China Youth Travel Service Co	CHINA	Met with "Steve" at IPW19 Anaheim. Founded in 1986, which is one of the members of China Youth Travel Service Group. Company is the enterprise directly under the Communist Youth League of Chongqing Municipal Standing Committee and one of the three important state-owned enterprises by China, with International Quality System Certification and Qualified Outbound Tour Operator International Travel Agency Certification by China National Tourism Administration. Focus mainly on outbound tour around the globe, domestic tour, ticket booking, and hotel. Offers groups (10-20 pax) and FIT. Sending clients to YNP on motorcoach tours. Gave overview of MT and provided usbs with info.	2019 IPW Anaheim
Idee Per Viaggiare	ITALY	Met with Sonja at IPW19 Anaheim. They specialize in highly personalized products for highly diversified and demanding clientele. Right now they send most clients to Polynesia, Middle East and Africa. They work with a lot of honeymooners and couples. They would like to improve their tours to the USA. A colleague attended Missoula International Roundup and was on the Montana #1 FAM. Currently they work with RMHTours, Teamamerica, GTA, Hotelbeds adn Tourico. US is their second best destination, they started selling it 8 yrs ago. Interested in new properties and attractions, motorcycle tours, guest ranches. Talked about Triple Creek, RRC, Paws Up, gave her Glaciers to Geysers brochure and talked about the Libby/Troy area for motorcycling around Hwy 2 and Lake Kooacanusa. Please send her info. Gave usbs.	2019 IPW Anaheim
CRD International	GERMANY	Met with Vanessa at IPW19 Anaheim. Had an appointment with Valerie Danick, but she couldn't come last minute so Vanessa was standing in for her. CRD's main business is FIT, tailor made fly-drive, adventure travel resort, ranch, lodge vacations, private home rentals, train transportation, and coach tourism. CRD is the marketing representative and booking agent for AMTRAK in Germany. They work with America 4 You, Travalco, and ATI for odging and packages. Family owned business sells 75% direct and 25% to other operators. Their best sellers are FIT and RV packages. Discussed the new RV park in West Glacier, 6 state parks around Flathead Lake. Anglers Roost and Sula RV parks down the Bitterroot Valley. Ages 40-65, who are familiar with US, repeat clients. Discussed Taste of GAW campaign.	2019 IPW Anaheim
Expedia (Canada)	CANADA	Met with the yellow group. One of world's largest travel platforms. They make available, on a stand-alone and package basis, travel products and services provided by numerous lodging properties, airlines, car rental companies, destination service providers, cruise lines, vacation rental property owners and managers, and other travel product and service companies. Sue works with DMOs and lodging. Wants to meet with properties that want to work with them, is happy to share stats. Requested to be added to email lists. Please share hotel contacts with her.	2019 IPW Anaheim

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Beijing Victory	UNITED STATES	Met with William and Huey at IPW19 Anaheim. They didn't have an appointment were walk up traffic. Beijing Victory is an international inbound tour operator based in NY city. They offer a fly drive Chicago to YNP. Their GNP itinerary is offered out of Seattle. They use the Super 8 in Missoula currently. He wants list of North Reserve St. hotels. Talked about Holiday Inn Express, Quality Inn & Suites, Staybridge,Best Western Grant Creek and C'mon Inn. Wants more information on skiing and summer activities on WMR.	2019 IPW Anaheim
Travelnauts	NETHERLANDS	Met with Bart at IPW19 Anaheim. They specialize in customized itineraries with families with children ages 8-14 They only work B2C. Looking for new products and destinations, including MT. Clients are all FIT and RV and stay more than 2 weeks, like to take their time to explore. Interested in hotels and RV locations that are moderate to upscale. Important to have kid friendly and family things to do. Talked about West Glacier RV Park, KOA in St. Mary. State Parks in Western Montana. Wildlife Refuges - Ninepipes and Lee Metcalf, NBR, all the activities on WMR. Gave MT overview and usbs, regional info.	2019 IPW Anaheim
Worldwide Campers	NETHERLANDS	Met with Marjolein at IPW19 Anaheim. She is also our rep for the GAW for the Benelux region. Offers a platform for RV rentals worldwide. North America is one of the most important destinations. They work with many US RV rental companies to make sure customers make the right choice. Used to just help with rentals and then upped the customer service to offer itineraries. We talked about coming up through the Bitterroot staying at Anglers Roost or Black Rabbit RV in Hamilton. Jellystone or Jim & Mary's RV in Missoula. Flathead Lake or Polson RV Resort in Polson. Glacier Peaks or Mountain View RV parks in Columbia Falls. Gave usbs with more information on it.	2019 IPW Anaheim
7M Tours	UNITED STATES	Stopped by the Montana booth to grab some brochures on Montana. Needs to see if MT is an option for his tours.	2019 IPW Anaheim
American Tour System	CANADA	IPW19 Anaheim. Gateways are LA, SEA, Portland, Vancouver. Mostly Senior group tours of 20-25 passengers for 6-7 nights, fast paced, up to 650 miles a day, clients like to take lots of pictures. Had done a hot springs tours in MT a few years ago with 2 departures and thinking of running it again. Interested in itinerary ideas to include ghost towns (Garnet), hot springs (Symes, Quinn's), Indian and tribal (Blackfeet and Flathead), mountains, rivers, lakes. Send product and itinerary ideas.	2019 IPW Anaheim
American Holidays	IRELAND	IPW19 Anaheim. Plan FIT for 25-50 age group, families and adventure 55+. Looking to fact find information for next brochure, all trips are custom and soft adventure, they have a repeat clientele of 33%. The over 40's have hit the USA Bucket list, looking for Mild to Wild. This market is seeing a lot of YNP on the BBC. Also owns TrekAmerica Adventures and Hayes & Jarvis, a high end brand.	2019 IPW Anaheim
Angele	FRANCE	IPW19 Anaheim. Working with small groups and FIT. Wants experiences and to interact with locals, has high end clients. Discussed flying or driving in from Denver or Salt Lake City, experiences that includes horseback ride, ATV, Ranch stays and much more. Is already working with Ranch at Rock Creek.	2019 IPW Anaheim
Blue Roads Touring	UNITED KINGDOM	IPW19 Anaheim. Has not visited MT; will be there in 2020. Clients are Aussies, Kiwis and Brits, 50+ yrs old. They like smaller properties (Gibson Mansion, Laughing Horse Lodge, Hidden Moose, Reclusive Moose Cabins), soft adventure (Glacier Guides, Glacier Raft Co, Swan Mountain Outfitters), food & wine (Glacier Distillery, Kalispell Brewing), ranches (TCR, RRC, PU), independent hotels (Kandahar Lodge)., off the beaten path, culture, do what the locals do. 7-12 day trips. Discussed multi state itineraries. Does not work with inbound operators, book directly with hotels. Gave MT usbs. Please send itineraries.	2019 IPW Anaheim
Connections Eurotrain	BELGIUM	IPW19 Anaheim. Has 33 Travel Agencies and clientele is mostly FIT. Like to offer unusual regions not typically visited. They have a trip that includes SLC to GNP and the Canadian Rockies. Guillaume has been to Bozeman and YNP. Send product and Itinerary ideas, also asked about images.	2019 IPW Anaheim
DANexplore	DENMARK	IPW19 Anaheim. FIT only, mildly active clients who spend 2.5 - 3 weeks traveling. Gave MT overview and usbs. Send her itinerary ideas.	2019 IPW Anaheim
De Jong Intra Vakanties	NETHERLANDS	IPW19 Anaheim. Specializes in tailor made, FIT and bus groups. Works with Bonotel and ATI for FIT. Works with ATI for groups. Clients are familiar with YNP, GNP and Canadian Rockies. Flies into SLC, DEN or SEA. Send itinerary and activity ideas (not interested in fishing).	2019 IPW Anaheim
Destinology	UNITED KINGDOM	IPW19 Anaheim. Still offers no tours into MT but thinks it would do well. Looking for luxury lodging talked PU, RRC, TCR, Lodge at Whitefish Lake. Gave MT overview and usb info. Please send him info about luxury lodging and experiences.	2019 IPW Anaheim
DriveNow.com.au	AUSTRALIA	IPW19 Anaheim. Company has been OTA for 15 years and now moving from booking agent to developing itineraries. Clients are first timers to the USA and traveling for 12-17 days on average but up to 21. Trying to be more inclusive with itineraries not just renting an RV. Going to start with CA and move up. Gave MT overview and usbs.	2019 IPW Anaheim
Entour	UNITED STATES	IPW19 Anaheim. Mostly interested in GNP and YNP and wants more hotel options (Homewood Suites, Hampton Inn & Suites, Country Inn & Suites all in Kalispell. Looking at October or late September Group of 20 people in either Bozeman or Big Sky, lodging in West Yellowstone is expensive and looking for another option. Discussed the Beartooth to YNP. This is a 21 day vacation with interest in National Parks. Flying into LAX. Interested in RV information as an emerging way of travel. She has been to YNP.	2019 IPW Anaheim
Lastminute.com	GERMANY	IPW19 Anaheim. Started with flights only, now adding dynamic packaging with activities and need MT cities to feature. Have several brands with different names across Europe aimed at travelers in Germany, France and Italy. Has seen growth in MT locations and she can send stats if we request them for particular cities. Couples book on average about 2 months in advance, families book 6 months in advance. Wants to do more direct contracting with properties so interested parties should contact her. Gave usbs. Our UK rep will contact her so she can also add content, video and itineraries.	2019 IPW Anaheim

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Little America Travel	NETHERLANDS	IPW19 Anaheim. Clients are looking at 3-8 weeks in the U.S. Flying into Denver, Seattle, San Francisco and Dallas. Likes off the beaten track talked Libby (Evergreen Motel, Country Inn) Troy, Thompson Falls, Seeley Lake (Laughing Horse Lodge and Double Arrow....not looking for a Los Angeles or Vegas. Like to work with Mom and Pop locations, cute lodges, bed and breakfasts and cottages. They work directly with customers, 30% are repeat clients and some are Generational. Send unique info and itinerary ideas	2019 IPW Anaheim
Magnitude Events & Services	FRANCE	IPW19 Anaheim. High end clients. Their largest client is a federation association of 150 CEOs. Looking for experiences. Like unusual, iconic, authentic, behind the scenes. Want 2-3 maximum locations. Often need meeting rooms. Minimum need is 4 star property, with great attention to detail. Overview of Triple Creek, RRC, Resort at Paws Up and Lodge at Whitefish Lake. Gave overview and usbs.	2019 IPW Anaheim
Prestige Avenue	FRANCE	IPW19 Anaheim. Handles MICE market, team building events., 50-70 ppl. Looking for activities, cultural events, sports. Gave overview of MT and usbs.	2019 IPW Anaheim
Simi Reizen BV	NETHERLANDS	IPW19 Anaheim. Offers tour from Calgary that includes GNP, Helena, Big Sky. Young clients - 25/30 is average age. Travel independently as fly drives but get together at same location in evenings as a group with tour leader. Interested in short hikes of 1.5 hours (Glacier Guides), new hotels (Country Inn & Suites, My Place, Residence Inn Missoula), he could use a refresher about lodging and activities in MT (Reds, Sun Tours, Glacier Raft Co, Swan Mountain Outfitters, Rock Climb Montana, Bike the Hiawatha) Do not work with inbound operators. Please send him itinerary ideas.	2019 IPW Anaheim
USA-Reisen.de	GERMANY	IPW19 Anaheim. Is largest OTA in Germany, send 65,000 clients to US each year. Sends e-newsletter to clients. Clients spend 2-3 weeks in US. Interested in developing Native American self drive; (Sun Tours, Tipi Village, Museum of Plains Indians, Ninpepipes Museum of Early Montana, People's Center) working with ND, WA, OR. Loved the Indian Country brochure. Gave MT overview and usbs. Please send itinerary suggestions.	2019 IPW Anaheim
Vacations to America	UNITED KINGDOM	IPW19 Anaheim. They are a UK operator arranging tailor made holidays to the US. They love accommodations like B&B's, character hotels, deluxe resorts. They feature itineraries for fly-drive, train, escorted tours, RV and cruises. MT is a fairly new destination for them. ages 45-65, active clients. Prefers not to use chain hotels. Expressed interest in Gibson Mansion, new Residence Inn since it sounds like a boutique hotel, Ninepipes Lodge, Quinn's Hotsprings, Hidden Moose, Garden Wall Inn, Kandahar Lodge. Interested in a fam trip to MT. Gave MT info and usbs.	2019 IPW Anaheim
Yellow Sky Tour	UNITED STATES	IPW19 Anaheim. Offer tours for French clients. Have many clients coming to West Yellowstone for YNP, some to GNP. Wants to add more locations in MT. Groups of 40 ppl and fly drives from DEN. Also want to offer smaller group tours. Interested in nature (Reds, Sun Tours, Glacier Guides), ranches (Bar W, Rich Ranch, Paws Up, Triple Creek), horseback riding (Flathead Lake Lodge, Swan Mountain). Gave MT overview and usb info. Please send her itinerary ideas.	2019 IPW Anaheim
YMT Vacations	UNITED STATES	IPW19 Anaheim. Offer large group tours for Americans aged 65+ , national parks interest. Talked Glacier GGTSR, Reds, Blackfeet Nation, Whitefish, WMR, Bigfork, Kalispell, Conrad Mansion, NBR, Smokejumper, Fort Missoula, RMEF. Clients are value and budget conscious. Best Western RMLodge, Best Western Grant Creek. Doing some MT tours but not much. Provided MT overview and usbs.	2019 IPW Anaheim

Due to General Data Protection Regulations (GDPR) that have been put in place in the EU Member Countries, we are not allowed to share contact information from the leads generated at the international trade shows we attend. After reading through the notes provided, if there are certain companies you would like to follow up with, please contact our Tourism Sales Manager, Debbie Picard at debbie@glaciermt.com or 406.532.3231