



Prepared On: 07/29/2019

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### INTERNATIONAL TRADE SHOW NOTES

Company Name	Company Country	Notes from Show	Show
RMI - Italy	ITALY	Met with Olga at IRU 2019 Spearfish. The Italians love to travel and they love to eat! The Italians get about 12 to 15 days of vacation per year. In winter they get 7 days and she thinks our region could be a great winter destination as well. Although they don't have as much vacation as other European countries they have a much higher spend while on vacation. A trip to the USA is their #1 preferred destination and a trip to the Great American West region is a very sophisticated trip. It is hard to book directly, they need international inbound receptive tour operators to arrange. It's the more "mature" Italian traveler who comes to our region, maybe their 3-4 visit, and they are looking for a more authentic experience. Motorcycle tours are still very popular as well as experiential/culinary tours/honeymooners. Send information about treehouses in Whitefish and Columbia Falls to Olga. She just did a webinar and wants me to visit <a href="http://www.visitusaita.org">www.visitusaita.org</a> to find it. They are always in need of more photos of the region. Glacier is Olga's favorite national park. She thinks we should promote the Amtrak connection more. Italians love to travel by train. Marlee and I are looking at this if IRU is held in Fargo ND in 2021. No further follow up from partners is needed at this time.	2019 IRU-Spearfish
RMI - UK	UNITED KINGDOM	Met with Jenni at IRU 2019 Spearfish. She is our RMI representative in the UK. The pound to dollar took a nose-dive after BREXIT which is making travel rough out of the UK. She thinks it will be that way until BREXIT is settled. She says that the outlook for travel to the US is positive, especially for the 55+ market (nifty fifies like adventure). Most use tour operators for booking their travel needs. She thinks we need to play up the safety of our destination due to all the terrorist activity around the globe. Trump is not effecting travel it's all about the dollar. Value is very important so including things like breakfast is nice. Luxury market is very strong, and they feel that a great Holiday is a RIGHT for them.	2019 IRU-Spearfish
American Tours International, LLC	UNITED STATES	Met with Nimfa at GWS19 Boise. 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. She said that 2018 was good and that they are just pacing into 2019 but MONTANA is UP while Wyoming is down 3%. She wanted to be reminded of our newer hotels (Red Lion Polson, Firebrand, SpringHill Suites, Hampton Inn, Country Inn & Suites, TownePlace, Marriott in MSO) 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 and gave her information on the renovations at HI, HGI, DoubleTree and the new Marriott set to open. She says she has access to branded hotels with their dynamic solutions for allotments which has helped a lot with our area. All GC partners can follow up with Nimfa at <a href="mailto:nimfa_calalang@ameriantours.com">nimfa_calalang@ameriantours.com</a> .	2019 IRU-Spearfish
American Tours International, LLC	UNITED STATES	Met with Nimfa at IRU 2019 Spearfish. 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. She said that 2018 was good and that they are just pacing into 2019 but MONTANA is UP while Wyoming is down 3%. She wanted to be reminded of our newer hotels (Red Lion Polson, Firebrand, SpringHill Suites, Hampton Inn, Country Inn & Suites, TownePlace, Marriott in MSO) 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 (Kandahar Lodge). They have 5 departure dates start in San Francisco end in Calgary (19 days) They need more hotels in Missoula and gave her information on the renovations at HI, HGI, DoubleTree and the new Marriott and talked about how GREAT it is, more like a boutique hotel than a Residence Inn. She says she has access to branded hotels with their dynamic solutions for allotments which has helped a lot with our area.	2019 IRU-Spearfish
Etnia Travel Concept	ITALY	Met with Alessandra at IRU 2019 Spearfish. Alessandra was at Roundup 2014 in Missoula and was on the Montana #1 FAM. Saw her again at IRU in Cody. They are a small tour operator specializing in tailor made programs for all FIT, Honeymooners, couples travel. Yellowstone seems to be very popular with their clients right now. They currently work with RMHT, Team America, Hotelbeds, Tourico, ATI, AlliedTPro, Bonotel and GTA. She is very interested in video that we can share so they can put it on their facebook or website.	2019 IRU-Spearfish
RMI - Australia; Davidson Communications Pty Ltd	AUSTRALIA	Met with Caroline Davidson at IRU 2019 Spearfish. Caroline is our representative in Australia and Davidson Communications is a public relations company specializing in travel, tourism and hospitality. The US is the #1 long haul destination with 1 in 20 Aussies going to the US, although more and more options are coming online and they have lots of choices. They are looking for active vacations with authentic experiences. Products that interest Australian tourists are national parks, cowboy and American Indian heritage and events, museums about history, ranch experiences, ski resorts and winter experiences, adventure activities, shopping and the RV and motorcycle rentals. Based on Carolines recommendation we focused on winter sports for this market. We ran a cooperative multi channel campaign with MOTBD and Brand USA for winter enthusiasts in 2016, we saw and heard from GC partners that they saw a lot more Aussie visitors in the summer of 2017, 2018. We hosted an influencer from FlightCenter and she produced great content for her Aussie followers. Their main travel agencies are Adventure World, Intrepid, Helloworld and Flight Centre. No particular follow up at this time is needed.	2019 IRU-Spearfish
America As You Like It	UNITED KINGDOM	Met with Maggi at IRU 2019 Spearfish. Maggi has spent a lot of time in our region. She has been to IRU consistently for several years. She specializes in USA and Canada and offers a unique program of fly-drives, city breaks and accommodations. Their holidays are tailored to completely match each individual clients requirements and their flexible approach means clients have the option to book a complete package including flights or just the ground arrangements. GO FISHING WORLDWIDE features freshwater and saltwater fishing around the world for angling enthusiasts as well as catering for non-fishing companions. WINDOWS ON THE WILD brings a range of unique and exciting wildlife holidays and adventures including watching, dog sledding, canoeing and adventure experiences. They work with RMHT, GTA, Hotelbeds, Tourico. Maggi attended the UK post FAM when it was in Missoula in 2014 and we've had a great relationship ever since. She knows where to find me for needs in Western Montana.	2019 IRU-Spearfish

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RMI - Germany	GERMANY	Met with Susanne at IRU 2019 Spearfish. She is our RMI Germany representative coordinating the marketing efforts on behalf of the Great American West region in Germany, Austria and Switzerland. Their social media campaigns that are performing extremely well. Germany has a strong economy in Europe and things are great in Germany. There are 80 million Germans and they have 18-19 days of vacation plus 10 public holidays each year. Travel to the US is up. Germans like active travel, hiking, biking, rafting. She said with the terror attacks worldwide, safety is a key travel factor. Our region appears safe. Also, those that might have purchases trips on their own are going back to tour operators for the insurance and safety net. No follow up is needed with her since she is our rep.	2019 IRU-Spearfish
UStravel.nl	NETHERLANDS	Met with Jose at IRU 2019 Spearfish. They are a Dutch online tour operator specializing in USA and Canada. Their website offers fly-drive itineraries, accommodations, rental cars, motor home rentals, flights and some escorted tours but their main clients are the individual traveler and want customized tours. There is a new direct flight to Salt Lake City that gives new light to our region for the Dutch because it's much easier to get here. They provide an online library and a link to travel guides to the area that clients are traveling. She says our region is picking up on the radar for clients after working hard to sell the area. She mentioned that National Parks are overrated and crowded compared to what if offered in between the parks. In the past, Jose FB messaged me that she is very interested in my loop tour into the Canadian Rockies and I sent it to her. She says it is perfect for our area and that is usually how people are coming into GNP. She would recommend the Bitterroot Valley over YNP. They work with ATI, Tourmappers and RMHTours as International Inbound Receptives. Jose was at RMI Roundup in Missoula so she got to see a lot of our area and LOVED it. She wants information on the 1/2 day nature hikes from Glacier Guides.	2019 IRU-Spearfish
Billabong Tour Operator	ITALY	Met with Francesca at IRU 2019 Spearfish - Billabong is a small tour operator based in Florence. They specialize in tailor made tours, escorted tours, fly/drives to Canada, Caribbean, Mexico, Australia, South Africa and in the US specifically national parks. MT/WY are easy to sell in Italy because of Glacier NP/YellowstoneNP. Their repeat USA visitors are asking for our region. They work with ATI, Bonotel and TeamAmerica as inbound receptive. Took our usb drive and really listened to our ideas on routing an itinerary through Montana.	2019 IRU-Spearfish
Argus Reisen GmbH	GERMANY	Met with Dirk at IRU 2019 Spearfish. We usually see Claudia at these functions but she had another baby. Dirk says she will be back in 8 months working part time from her home. They are a German tour operator specializing in riding vacations, resorts, lodges and other unique accommodations and outdoor activities. (flyfishing, mountain biking and whitewater rafting) and winter activities (skiing, snow shoeing, dog sledding and snowmobiling) They work with ITO's including RMHTours, America 4 You, ATI, Bonotel, GTA. They are always looking for more guest ranches to work with (talked about PU, RRC, TCR, Bar W) and outdoor activities and outfitters. They currently utilize 8 guest ranches in Montana. He wants an introduction to Chase at FLL says his guest will do a 7 day guest ranch stay and might be a good international fit for Flathead Lake Lodge. He also wants an introduction to Rich Ranch in Seeley.	2019 IRU-Spearfish
Rocky Mountain Holiday Tours	UNITED STATES	Met with Chris at GWS 2019 Boise. 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. Gary has now retired and Chris purchased the business from him. Chris and I talked about the new hotels in the region. TownePlace in Whitefish, Country Inn & Suites in Kalispell and the new My Place going in. We talked about the Missoula Marriott and the room renovations at DoubleTree, Holiday Inn and Hilton Garden Inn. We also discussed the road preservation project in GNP closing the west side from Sept 16 - 30. ALL GLACIER COUNTRY PARTNERS THAT WANT TO ATTRACT MORE INTERNATIONAL VISITORS OR WORK IN THE INTERNATIONAL ARENA NEED TO FOLLOW UP WITH Chris@RMHTours.com They are the experts in the Rocky Mountain region.	2019 IRU-Spearfish
Senses Travel	NETHERLANDS	I met with Frank ten Cate at IRU 2019 Spearfish. Senses Travel provides customized, tailor-made holidays. Their central theme is "spoiling" the 5 senses, based on quality time, experiences, slow travel, lifestyle etc.focus on choices for clients that really suit their needs and ensuring long lasting and rewarding memories. The receptive operators they work with are RMHTours, ATI and Tourmappers. They specialize in more unknown destinations. They want to learn about ranch stays (talked about Pup, RRC, Triple Creek), wilderness lodges (talked about LWL, Glacier Guides Lodge, Glacier Outdoor Center cabins and Glacier Under Canvas), outdoor activities (Biking and hiking with Glacier Guides, Llama trekking with SMO, WWRafting with Great Northern), wildlife experiences (National Bison Range, Wildhorse Island), history and culture in Montana (St. Mary Mission, Daly Mansion), Native American culture and culinary experiences (Sun Tours, Native American Speaks) from typical local food to farmers markets. I will follow up.	2019 IRU-Spearfish
RMI - Benelux	NETHERLANDS	Met with Marjolein Fraanje at IRU 2019 Spearfish. She is our RMI representative who coordinates the marketing efforts on behalf of the Great American West in Benelux (Belgium, Netherlands, Luxembourg) People of Benelux get 30 days of vacation each year and usually take 14 days per vacation. US is still the #1 long haul destination. They get a salary bonus every May of 8% and travel is what they want to spend it on. Ranches, cowboys and nature are very popular. They utilize the internet for inspiration then call on either a tour operator or travel agent to book their travel. She recommends a landing page on our websites in the Dutch language so that they feel welcome, but not critical since most speak English. They are looking for a unique experience (something different than all their friends are doing, for bragging rights) They are going to smaller tour operators to get that unique experience instead of the larger cookie cutter vacations. She said we will be getting a notification for a media FAM in late June from Columbus Magazine. She says they are fantastic and will do a great job. No follow up is needed for our Glacier Country partners at this time.	2019 IRU-Spearfish
Faszination Fernweh GmbH	GERMANY	Met with Manuela at IRU 2019 Spearfish. Faszination has specialized in golf and ski tours to the USA and Canada. They work with RMHTours, ATI and America 4 You, as a international inbound receptives. 2-3 week fly/drive holidays are typical for their clients. They have a 21 day through the region and RMI has helped with the promotion of it. As for skiing, Big Sky is well known and Whitefish a little. It's hard to get Germans to travel this far to ski when they can go in their own backyard. They decided to add the Great American West and be at International Roundup to learn more and explore the region.	2019 IRU-Spearfish
Discover North America	UNITED KINGDOM	Met with Alain at IRU 2019 Spearfish. Discover NA is a specialist in providing holidays to the USA. They tailor every detail to the client knowing that not one vacation speaks to all people. They are at IRU to broaden their knowledge about the region because it is becoming something people are asking for regularly. He had such a great time in Kalispell and loved Whitefish that they are coming back to do a more intensive look at the region in August. They have put together a whole brochure about the GAW with help from the states and want to be the UK experts. They currently work with RMHTours, ATI and TourMappers.	2019 IRU-Spearfish
CANUSA Touristik GmbH & Co. KG	GERMANY	Met with Anngret at IRU 2019 Spearfish. 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 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. She would like a list of campgrounds in our region and recommendations as well as state parks. I told her about West Glacier RV Park opening July 1 , 2019 and she wants information on Polson Motorcoach Resort and Lakeside RV Resort. 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. They are one of the largest tour operator and RMI was thrilled to have Anngret here at IRU.	2019 IRU-Spearfish

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Bonotel Exclusive Travel	UNITED STATES	Met with Brad at GWS 2019 Boise. Bonotel is both a leading distributor and sales and marketing partner of both branded and boutique luxury hotel rooms to a diverse network of international tour operators. The company works with a network of more than 2,200 hotel partners and provides distribution to more than 1,500 international tour operators. They have offices in NY/Vegas but he is located in San Diego. UK, Germany and Australia are top markets for them. He requested a contact at RRC, but they won't do it. Received contract from Drew at Paws Up. Realized Triple Creek wasn't live on their site. Fixed that. He requested information on The Firebrand and Lodge at Whitefish Lake. Brad attended the Montana Guest Ranch post FAM after IRU in Kalispell 2018 and was a fun and friendly participant. We fished together and he caught 3 trout on the Bitterroot River. If you are a luxury property (lodging only) and would like to work with a international inbound (receptive), contact Bradfor.Namaste@bonotel.com	2019 IRU-Spearfish
Bonotel Exclusive Travel	UNITED STATES	Met with Brad at IRU 2019 Spearfish. Bonotel is both a leading distributor and sales and marketing partner of both branded and boutique luxury hotel rooms to a diverse network of international tour operators. The company works with a network of more than 2,200 hotel partners and provides distribution to more than 1,500 international tour operators. They have offices in NY/Vegas but he is located in San Diego. UK, Germany and Australia are top markets for them. He requested a contact at RRC, but feels that they need a little more education on working with the trade. Received contract from PU but needs to follow up because they changed their net rate. Realized Triple Creek wasn't live on their site, fixed that. He requested that I do a soft introduction to Edna @ The Firebrand and Lodge at Whitefish Lake and DoubleTree Missoula. Brad attended the Montana Guest Ranch post FAM after IRU in Kalispell 2018 and was a fun and friendly participant. We fished together and he caught 3 trout on the Bitterroot River. If you are a luxury property (lodging only) and would like to work with a international inbound (receptive), contact Bradfor.Namaste@bonotel.com	2019 IRU-Spearfish
Voyageurs Du Monde	FRANCE	Met with Kelly at IRU 2019 Spearfish. Voyageurs Du Monde is one of the leading luxury tour operators in France to the US. They specialize in giving special touches like private tours and behind the scenes looks. The US is their #1 long haul destination. They sell direct to the consumer. She is looking for really nice hotels around the Flathead Lake region. Specifically Bigfork, Polson etc. She was out last year for a Brand USA FAM tour and has visited some of the luxury guest ranches. She participated on the Montana Guest Ranch FAM following IRU to Triple Creek. Since her visit last year she has been moved into the Product Manager position and has developed product around the Flathead and Bigfork area including a property on the lake, she couldn't remember the name. She would like more information on Swan Mountain Outfitters, Far West, Flathead Lake Sailing, Bigfork and helicopter tours. She seems really well versed in our tourism product.	2019 IRU-Spearfish
Ruck Zuck Urlaub	GERMANY	Met with Ribanna at IRU 2019 Spearfish. They started as a travel agency but turned to a tour operator with a focus on US product. Specializing in FIT, tailor made fly-drive and ranch vacations. She said last year was really good for them, they are trying to keep up with those numbers. So far they are a little off, but hope to catch up. Our region is selling well and she showed me Germany shows where they have all Great American West booths. We chatted about new things. GG 1/2 day nature walks, biking the GTTSR, Llama trekking with SMO. She was hoping we had new ranches to share, but we don't. Her husband Nico, attended our post Roundup FAM after Cody and traveled through Montana to GNP and was really impressed with the couple of ranches that we saw. They have seen growth to our region. They are currently working with ATI, and RMHTours and Tourmappers as international inbound for our area.	2019 IRU-Spearfish
Big Mama	ITALY	Met with Ilaria at IRU 2019 Spearfish. Big Mamas is a small tailor-made TO based in Florence with 4 employees. Looking for unusual destinations or unknown destinations to sell to their clients. Ilaria is really well versed in the Native American culture in Montana. She works with Philip out of MOTBD. She wants and experience her clients will cherish. Doesn't think the 2 tribes in Glacier Country are offering enough solid reliable tourism product but thinks they have so much potential and her clients really want to know about, visit and see the culture. They are at IRU to lean more about the Native American culture & traditions in our region as well as ranches and special interesting places. After IRU they will spend 2 weeks traveling through the region. Again, very interested in Native American side of things. Currently working with RMHTours, ATI, Bonotel and will go direct if looking for unique lodging and not available through receptives.	2019 IRU-Spearfish
FTI Touristik AG	SWITZERLAND	Met with Nadine at IRU 2019 Spearfish. FTI Trouistik has many brands and is one of the largest tour operators in Germany, Austria, Switzerland and France and a market leader for North America. They offer 20 different brochures with a worldwide product portfolio that includes guest ranches (talked PU, RRC, TCR), excursions, outdoor activities (talked reds, Sun Tours, GPBC, Swan Mountain outfitters, GGMR, WMR) and unique lodging in the region (GO Center cabins, Montana Tree Houses, Snowbear treeshouses, LWL). They currently work with Tourmappers, Bonotel and Meeting Point North America.	2019 IRU-Spearfish
Adventure World	AUSTRALIA	Met with Julie at IRU19 Spearfish. Julie was on the prefam Bozeman, Billings and on to Spearfish. She knows her colleague Kristy is the regional expert, but she had such a great time getting to know the area a bit more. She would like more information on our winter product. This Australian company is seeing increasing interest in FIT tours (self/drive, multi-night stays) to the US. They think our region is a perfect fit for their company and that western National Parks are their best seller. They use RMHTours in our region as the receptive. They have developed a new USA brochure specializing in adventure travel specifically to our region. I will follow up on winter product with both Julie and Kristy.	2019 IRU-Spearfish
Gastaldi Holidays to Live	ITALY	Met with Katia at IRU 2019 Spearfish. Specialize in tailor made trips to long haul destinations from Italy. U.S. is their main destination. They offer a high-level expertise and dedicated production and booking for the destination. They currently work with RMHTours, Bonotel They are at IRU wanting to learn about Ranches (talked about RRC, PU, TCR) and GNP (talked reds, GPBC, SMO, GG) Whitefish (WMR, downtown) Flathead Lake (Farwest boat tours, wildhorse island tours) National Bison Range, Ninepipes museum, Bitterroot Valley (St. Mary Mission, breweries, hiking, Daly Mansion) Showed pictures of the region.	2019 IRU-Spearfish
America 4 You LLC	UNITED STATES	Met with Marita and Jesus at IRU 2019 Spearfish. They are one of 2 official RMI International Inbound receptive tour operators and sell soft adventure travel including ranch vacations, National Park adventures, city programs, Native Indian culture, winter vacations and flexible self drive itineraries. They work with over 40 European Operators, however they specialize in the German Market. They focus on unique properties and destinations. They try to strive to know the region really well. We talked about wanting more American Indian culture to incorporate into itineraries. She has worked with Lodgepole Gallery and Teepee Village. I mentioned Sun Tours, Museum of Plains Indians, Blackfeet Heritage Center. Member partners that are looking to contract with a receptive tour operator to reach the German market can contact ena at lena@america4you.net or Jesus at jesus@america4you.net	2019 IRU-Spearfish
Marco Vasco	FRANCE	Met with Caroline at IRU 2019 Spearfish. They are the 2nd largest tour operator in France and the fastest growing. They They sell direct to consumer via website and call center. They do custom packages for FIT only, no group. They work with Rocky Mountain Holiday Tours and wanted to get familiar with Glacier Country besides GNP and find out more information about winter product as well as ranch stays. She gave me Florence's card as she is the product manager but she wanted to know more to help sell to clients. She traveled into our region last year but wasn't able to do GNP due to fire. She said park was "closed" HMMMM. She was able to experience Whitefish, Kalispell, Flathead Lake and Missoula. We talked about her colleague Jessica who attended the Montana Guest Ranch FAM and really enjoyed seeing more of Glacier Country. They also work with Bonotel, ATI, TourMappers. The best way to work with this operator is to be in touch with RMHT as a international inbound in the Rocky Mountain region.	2019 IRU-Spearfish

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RMI - France	FRANCE	Met with Emma Blondin at IRU 2019 Spearfish. Emma is our RMI representative and coordinate our marketing efforts on behalf of the Great American West in France. She said that most of the French tour operators are utilizing Rocky Mtn Holiday Tours as an international inbound receptive operator. There are over 65 million French people and they get 5 to 9 weeks of paid vacation and will use 2 weeks when traveling to the US. The #1 long haul destination is still the US. The French are looking for niche and tailor-made trips to our region and ranch stays. She was very interested in finding an outfitter that would give 2 hour lessons for fly fishing. I will send along Glacier Anglers information.	2019 IRU-Spearfish
Europe Active	FRANCE	Met with Aurelia at IRU 2019 Spearfish. They are based in Corsica and specialize in outdoor trips all around the world. Like their name states they sell excursions to active people. They are committed to share their passion for hiking, biking, motorcycle riding etc. They currently work with RMHT, TeamAmerica and EagleRider for international inbound. We chatted about all the great activities in Western Montana (Libby Dam, Libby Brewery, Troy, Lake Kucanusa as a great motorcycling route, Biking and hiking with GG on the GTTSR, cycling Bitterroot trail and Missoula including Smokejumper Visitor Center, RM Elk Foundation VC, Caras Park) and feel that they are our perfect client. The best way to work with them is to connect with Rock Mountain Holiday Tours.	2019 IRU-Spearfish
La Maison des Etats Unis	FRANCE	Met with Gloria at IRU 2019 Spearfish. They are a tour operator that sells directly to the consumer specializing in FIT for higher end clients. Their clients look to them for their expertise in cultural programs with a focus on activities, National Parks and higher end lodging. Most of their clients are families or couples interested in hiking, ranch stays, horseback riding, ww rafting. We talked about GNP, reds, Whitefish and the LWL/Firebrand and ease of access. Luxury ranches (PU, RRC, Triple Creek) Rafting experiences with Glacier Outdoor Center and hiking, biking, rafting with GGMontana Raft). They are currently working with RMHTours, ATI, TourMappers as US international inbound receptives.	2019 IRU-Spearfish
Rocky Mountain Holiday Tours	UNITED STATES	Met with Ashlee and Chris at IRU 2019 Spearfish. Rocky Mountain Holiday Tours is a service-oriented international inbound receptive tour operator based in Fort Collins 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. Gary has now retired and Chris purchased the business from him. Chris and I talked about the new hotels in the region. TownePlace in Whitefish, Country Inn & Suites in Kalispell and the new My Place going in. We talked about the Missoula Marriott and the room renovations at DoubleTree, Holiday Inn and Hilton Garden Inn. Ashlee has taken over 1/2 of the lodging contracting so she was there to see how it works. ALL GLACIER COUNTRY PARTNERS THAT WANT TO ATTRACT MORE INTERNATIONAL VISITORS OR WORK IN THE INTERNATIONAL ARENA NEED TO FOLLOW UP WITH Chris@RMHTours.com They are the experts in the Rocky Mountain region.	2019 IRU-Spearfish
West Euro Bikes	FRANCE	Met with Amandine at IRU 2019 Spearfish. West Euro Bikes is a French tour operator agency specializing in motorcycle tours around the world. The United States accounts for 75% of their agency business. Route 66 and west coast is popular for their clients. We are not as well known and weather plays a factor too. They have 8 to 14 ppl some go on their own others with a tour leader that follows in a van. We talked in length about the very northwest corner of Montana and how perfect it is for riding Libby, Lake Kucanusa, Libby dam also the GTTSR and Seeley Swan Valley along with Hwy 12 with stops at Travelers Rest, Lolo Steakhouse. For stops recommended Ninepipes Lodge/restaurant and Museum, Smokejumper Center, Miracle of America Museum. I gave her our USB drive with the motorcycle itinerary on it.	2019 IRU-Spearfish
Italygate	ITALY	Met with Cristina at IRU 2019 Spearfish. They are a small tour operator organizing tailor made group and FIT tours. They currently have a 14 day in the area, but does not come into Glacier Country. However Cristina is bringing her family and 3 other families to Glacier National Park. The tour flies into SLC, Sun Valley, Boise, Glacier with 2 nights at the Pine Lodge in Whitefish (don't know where they go from here) August 2 -18. I will followup to see about needs and help.	2019 IRU-Spearfish
Platinum Travel	IRELAND	Met with Ciara (pronounced with a K) at IRU 2019 Spearfish. Jenni was delighted to have her here at IRU as the first Irish tour operator to attend IRU. Platinum Travel's staff has personally traveled on most of their featured itineraries. They specialize in tailor-made fly-drives to 2nd and 3rd tier destinations to the USA. And travel to the US makes up 55% of their business. Ciara was very versed in YNP area but needed an overview of our area. They sell Glacier with their Canada product or out of Seattle since there is a direct flight from Dublin. PERFECT!	2019 IRU-Spearfish
BIG Travel	SWEDEN	Met with Niklas at IRU 2019 Spearfish. Big Travel is one of Sweden's three largest travel agency with 24 stores in the country. The store sells a lot of tailor made travels all over the world. The US is the largest destination for them, but our region is still unknown. Did an overview and talked GNP, reds, Sun Tours, Blackfeet Heritage Center, GPBC, SMO, GGMR, and other outfitters for WW rafting. WMR, Whitfish main street, Kalispell hub and spoke location, Bigfork, Flathead Lake, Flathead reservation, NBR, Missoula, Bitterroot and Seeley-Swan valleys. Wants more information on Glacier Guides and GPBC and all things Glacier. Loved the photos of GNP.	2019 IRU-Spearfish
Nordmanns reiser - Amerikaspesialisten	NORWAY	Met with Christian at IRU 2019 Spearfish. They have offices in Oslo with main focus on travel to the Americas with the greatest part to the U.S. They specialize in fly/drives and motorhome tours. They work with ATI, RMHTours, Bonotel We went over a review of our region with GNP as the focus. GTTSR, reds, Sun Tours, WMR, Flathead Lake/Kalispell, Ninepipes museum, NBR, Smokejumper Center, RMEFVC, Historic Fort Missoula, St. Mary Mission, Daly Mansion. Hiking, biking, fly fishing, WW rafting.	2019 IRU-Spearfish
RMI - Nordic	DENMARK	Met with Hanna at IRU 2019 Spearfish. Hanna is our RMI representative for the Nordic region. They are a marketing company specializing in international travel. That is (Sweden, Norway, Finland, Denmark, Iceland) has a population of 25 million people and they have 5 to 6 weeks of vacation each year plus 11 paid holidays. The US is still the #1 long haul destination with Thailand #2 and numbers of bookings are down for both. There are lots of refugees coming into their region. Digital influencers are very important to the Nordic visitor Their economy is steady. They travel more than other European countries and will forgo a new car to travel abroad. They are looking for cultural experiences that are personalized. They want to experience the locals and meet and talk to local people. They like the off the beaten path things to do. She has never been to our area of Montana so we will be feeding her information.	2019 IRU-Spearfish
Travelpack	UNITED KINGDOM	Graeme was scheduled to be at IRU Spearfish, but canceled last minute due to illness. Travelpack is now one of UK's largest independent travel companies offering destinations around the world. They pride themselves on travel knowledge and excellent customer service. 80% is travel trade and 20% is direct to consumer. I will follow up with him.	2019 IRU-Spearfish
Your Travel	NETHERLANDS ANTILLES	Met with Jolanda at IRU 2019 Spearfish. Your Travel is a franchise company for home based agents Most travel consultants are specialized in customized long-haul travel. A central product department provides information and booking channels for their agents. She had been to YNP in our area so wanted an overview. We talked GNP, Reds, Sun Tours, WMR, Whitefish downtown, Kalispell branded hotels (hampton, Howewood, springhill) and history, Farwest boat tours, NBRange, Smokejumpers Center, Historic Fort Missoula, Travelers Rest, St. Mary Mission, Daly Mansion. Bitterroot hiking, Luxury guests ranches (PU, RRC, TCR). They currently work with ATI as a ITO.	2019 IRU-Spearfish

Company Name	Company Country	Notes from Show	Show
Selling Travel	UNITED KINGDOM	Met with Steve at IRU 2019 Spearfish. Selling Travel Magazine is the UK's leading monthly independent travel trade publication with 25 years of giving travel agents and the industry news and destination information. Selling Travel does a print run of 15,000 copies with an average of 5 readers per copy. He asked to be added to our newsletter and wants photos. I will follow up.	2019 IRU-Spearfish
New World Travel, Inc	UNITED STATES	Met with Bernd at IRU 2019 Spearfish. New World Travel is a full service receptive tour operator and has offices in New York, Miami and Los Angeles and provides comprehensive receptive services for destinations throughout the USA and Canada with complete FIT services featuring more than 3,000 hotels, fly/drive programs, customized group itineraries, incentive and special event planning. Bernd is interested mainly in hotel contracts due to their 70% FIT business. They currently have contracts with Red Lion Kalispell but are also interested in Grouse Mountain Lodge, St Mary's Lodge and The Lodge at Whitefish Lake. They also offer itineraries, but he was not interested in copies of my itineraries, just hotel options.	2019 IRU-Spearfish

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](mailto:debbie@glaciermt.com) or 406.532.3231