Report: Trade Show Contacts

Created By:	Debbie Picard
Created On:	01/22/2020
Start Date:	12/15/2019
End Date:	01/31/2020
Category:	All Categories
Contact Tags:	All Contact Tags
Note Title:	2019 NTA FW

Contact Name	Nicole Doherty	**Address**	7231 South 900 East Suite 200
Title	Senior Vice President		Midvale, UT 84047 UNITED STATES
Account	Western Leisure Inc.	**Phone**	801.233.0600
Note Title	2019 NTA FW	**Email**	nicole@westernleisure.com

Date	**Regarding**
12/16/2019	Met with Nicole and Ryan at NTA 2019 Fort Worth. They are both new to me. I think Nicole has been there but I had never met her always worked with Sean and Julie. Ryan used to work for Visit Casper WY and is their new Director of Sales. We did an overview of Western Montana and the rural corridors. As I spoke about different areas, they were very interested in getting more information on the Blackfeet step-on-guide, gems of the Continental Divide Tour and Llama trekking with SMO. They have been claimed to be a National Parks expert receptive, but will have to see if they continue with that branding.

Contact Name	Darrell Omanson	**Address**	1205 S. 4th Ave

Title			Sioux Falls, SD 57105 UNITED STATES
Account	Omanson Tour & Travel, Inc.	**Phone**	605.728.8888
Note Title	2019 NTA FW	**Email**	darrell@omansontour.com

Date	**Regarding**
12/16/2019	Met with Darrell Omanson at NTA 2019 Fort Worth. They are out of Sioux Falls but had never been to Glacier National Park We spent most of the appointment going over the beauty, flora and fauna of GNP and all the outdoor activities surrounding the park and all the youth/student activities. White water rafting, ranger led programs, reds, WMR summer activities. Missoula and easy access on I-90. GC partners can follow up with Darrell.

Contact Name	Colleen Davis	**Address**	#101-929 Laval Crescent
Title			Kamloops, BC V2C 5P4 CANADA
Account	Sun Fun Tours Ltd.	**Phone**	
Note Title	2019 NTA FW	**Email**	

Date	**Regarding**
12/16/2019	Met with Shelley and Colleen at NTA 2019 Fort Worth. Ladies US shopping and casino trips have been very popular from their Kamloops, BC area to Seattle/Oregon. The Canadian dollar is down so trips into the US are down as well. Shelley has 2 tours that are scheduled to stay at Kwatuknuq in 2020. No follow up is needed at this time.

Contact Name	Dana Bear	**Address**	1700 Louisiana Blvd NE
Title	Tour Coordinator		Albuquerque, NM 87110 UNITED STATES
Account	Sun Tours Ltd.	**Phone**	505.889.8888
Note Title	2019 NTA FW	**Email**	dbear@suntoursus.com

Date	**Regarding**

12/16/2019	Met with Jenn but gave Dana Bear cards and said to follow up with Dana. - Sun Tours has a "Canadian Rockies & Glacier NP" tour that is doing well. Staying at the Hampton Inn in Whitefish. I gave an overview of rural corridors. Tribal Nations, Bigfork, Flathead Lake excursions (FWest, Sea Me Paddle) National Bison Range, ninepipes musuem, Missoula smokejumper & Historical museum. Appreciated the usb drives.

Contact Name	Sarah Bennett	**Address**	20011 Hill Grove Court
Title			Porter, TX 77365 UNITED STATES
Account	Prelude Tours, LLC	**Phone**	281.667.1057
Note Title	2019 NTA FW	**Email**	preludetours@gmail.com

Date	**Regarding**
12/17/2019	Met with Sarah at NTA 2019 For Worth. It was her first NTA. They formed their company 3 years ago. Most of the tour they are doing are international and faith based, but they are wanting to expand into the domestic market more and need to know about destinations. Not everyone wants to travel internationally. We did an overview of Western Montana. Starting in GNP, reds, sun tours, BF and FH Indian Reservations, WMR, Bigfork, Kalispell, NBR, Missoula, Bitterroot. She was very intrigued and thinks it could definitely be an option for September 2021 and they would fly into GPI.

Contact Name	Anna Randleman	**Address**	13500 Watertown Plank Rd, Suite 107
Title			Elm Grove, WI 53122 UNITED STATES
Account	Country Travel Discoveries LLC	**Phone**	262.923.8128
Note Title	2019 NTA FW	**Email**	anna.randleman@countrytraveldiscoveries.com

Date	**Regarding**
12/17/2019	Met with Anna at NTA 2019 Fort Worth. They have one tour that comes through Montana every year. They have always stayed at Lake McDonald Lodge, and they were moved to the Super 8 from Lake McDonald Lodge due to the fires in 2018. THey are now staying at Grouse Mtn Lodge and then over to St. Mary Lodge. She was interested in more information about the Smokejumper Center in Missoula and possibly staying overnight in Missoula. GC partners that are attractions and activities for senior groups can follow up with Anna.

Contact Name	Roland Neave	**Address**	250 Lansdowne Street
Title	President & Owner		Kamloops, BC V2C 1X7 CANADA
Account	Wells Gray Tours, Ltd	**Phone**	250.374.0831
Note Title	2019 NTA FW	**Email**	roland@wellsgraytours.com

Date	Regarding
12/17/2019	Met with Roland at NTA 2019 Fort Worth. They do Canadian Rockies and includes GNP on that one. He does have a cowboy tour in Waterton Lakes and wants to add a red bus tour to it. He also has a group coming over via Amtrak and into Whitefish and staying in Whitefish (couldn't remember where). US trips are down due to the exchange rate. GC partners should follow up with Fraser at fraser@wellsgraytours.com

Contact Name	Lisa Busch	**Address**	565 Metro Place S. Suite 300
Title			Dublin, OH 43017 UNITED STATES
Account	Prime Tours	**Phone**	614.766.5553
Note Title	2019 NTA FW	**Email**	lisa@goprimetours.com

Date	Regarding
12/17/2019	Met with Lisa at NTA 2019 Fort Worth. Prime Tours has been around for 23 years, but purchased with new owners 65 days ago. Lisa was an employee that wanted to take it in a bigger direction so owner sold it to her and a partner. They have 3 legs for tours STUDENT, AFFINITY and SENIORS. She wants what others aren't offering. We did an overview of the region. Rural cooridors, GNP, reds, sun tours, GPBC, SMO, Rafting with multiple outfitters and hiking with GGMR. Lodging talked about Pursuit around the park, Whitefish properties a Kalispell properties. She appreciated the usb drive and will give me a call when planning.

Contact Name	Matthew Maturo	**Address**	110 E Wilshire Ave G7

Title			Fullerton, CA 92832 UNITED STATES
Account	Meridian Guided Travel	**Phone**	
Note Title	2019 NTA FW	**Email**	

Date	**Regarding**
12/17/2019	Met with Matthew at NTA 2019 Fort Worth. They are a fairly new tour operator out of California. They work with mainly seniors for group travel and have certain destinations that they go to regularly, but know they need to expand their offerings to other places. He figured in our area it might me a custom tour and not one he does on a regular basis. I gave him the usb with the sample itineraries, and we did a quick overview of mainly GNP. Sun Tours, reds, GPBC, SMO, Glacier Guides. Talked transportation companies, Beach, RMTransportation, Karst Stage. GC partners can follow up as they are new to the area.

Contact Name	Bridget Siegfried	**Address**	1819 Lynch Street
Title			Saint Louis, MO 63118 UNITED STATES
Account	Sunrise Tours	**Phone**	314.394.3084
Note Title	2019 NTA FW	**Email**	bridget@travelsunrise.com

Date	**Regarding**
01/03/2020	Met with Bridget at NTA 19 Fort Worth. She said they have a trip planned in August/September (she couldn't remember) They are using the scenic lift in WMR, having dinner at Grouse on the deck and staying at the Springhill Suites in Kalispell. They will be doing the reds. I had given Caleb 5 restaurant idieas in Whitefish for an on your own dinner. We also talked about SM llama trekking. GC partners can follow up with Bridget at bridget@travelsunrise.com or Caleb at caleb@travelsunrise.com

---

Contact Name	Julie Burton-Ray	**Address**	382 E. 650 S. Circle
Title			Cedar City, UT 84720 UNITED STATES
Account	Southwest Adventure Tours LLC	**Phone**	435.590.5864
Note Title	2019 NTA FW	**Email**	julie@southwestadventuretours.com

Date	Regarding
01/03/2020	Met with Julie at NTA 2019 Fort Worth. Both Julie and Shawn have moved from Western Leisure over to Southwest Adventure Tours. This company is 8 years old and working mostly with custom FIT, self drive and small groups in Mercedes Sprinter Vans. They also have larger groups with guaranteed departures with smaller buses and motor coaches. With their Glacier tour they have 3 departures for 2020. We chatted about new things in GC. Llama trekking, The Merc, ebikes with Glacier Guides, step on guide with Tipi Village on the Blackfeet Reservation. They are very familiar with our area and are great partners. I suggest GC partners reach out to be on their radar for future tours.

Contact Name	Una Denihan	**Address**	1225 Warren Avenue P.O. Box 490
Title			Downers Grove, IL 60515-3597 UNITED STATES
Account	Mayflower Tours, Inc.	**Phone**	
Note Title	2019 NTA FW	**Email**	una@mayflowertours.com

Date	Regarding
01/03/2020	Met with Una at NTA 2019 Fort Worth. She says that they include Glacier in a Canadian Rockies tour into Calgary, Banff, Jasper. They have another that flies into Spokane, Wallace, Missoula, GNP, Browning out Great Falls. She is interested in the Plains Indians aspect and what can be added. Talked about step-on-guide with Darrell at Tipi Village. 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.

Contact Name	Mark Hoffman	**Address**	9812 Old Winery Place, Suite 1
Title	Owner		Sacramento, CA 95827 UNITED STATES
Account	Sports Leisure Vacations	**Phone**	916.361.2051
Note Title	2019 NTA FW	**Email**	marcslt@aol.com

Date	Regarding
01/03/2020	Met with Mark at NTA 2019 Fort Worth. He has shelved his GNP tour and will see if taking out of the catalog brings renewed interest when he brings it back out. He says that he will sell into his TAP partners tours to GNP specifically. We have discussed for the last several years that I help Scott in his office spice it up a bit. I told him I have been working on itinerary suggestions with Ramona. I think that Mark directly is the ticket. We discussed a Mystery Tour the 3rd week in June. We also discussed fly into Missoula as well. He is also looking for a great 3 or 4 day Christmas getaway and suggested Bigfork, theater, dinner, shopping. 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) GC partners are encouraged to email Markslt@aol.com to introduce yourself and why you should be added to their itinerary.

Contact Name	Shelby Pollock	**Address**	400 N Continental Blvd #200
Title	Product Director		El Segundo, CA 90245 UNITED STATES
Account	YMT Vacations	**Phone**	310.649.7136
Note Title	2019 NTA FW	**Email**	shelby.pollock@ymtvacations.com

Date	Regarding
01/03/2020	Met with Shelby at NTA 2019 Fort Worth. This was our first time meeting and they do not currently have any tours into our area. I did an overview, GNP, reds/sun tours, GPBC, Whitefish MR, Kalispell history, Flathead lake cruises - Far West, NBR, Smokejumper, RMEF, Caras Park. She took tons of notes asked about distances from Calgary. Will look at 2021 for interest with clients.

Contact Name	David Rubens	**Address**	2511 San Miguel Dr.
Title	President		Walnut Creek, CA 94596 UNITED STATES
Account	Bay Magic Meetings & Tours	**Phone**	925.932.8687
Note Title	2019 NTA FW	**Email**	david@baymagictours.com

Date	Regarding

01/03/2020	Met with David at NTA 2019 Fort Worth. He has a group of "super seniors" about 16 - 20 ppl, 80 and 90 year olds that want to go to Glacier in July. I told him that Trail of the Cedars is ADA accessible so they can "hike" in Glacier. He mentioned Grouse Mountain Lodge, wants restaurants that offer soft, small plated food. He wants to book a red bus tour but didn't know the length. Recommended the shortest tour. Coming from Helena, so mentioned Gates of the Mountains. I will follow up and see if he is in need of other recommendations.

Contact Name	Frank Fish	**Address**	1388 East Walnut Street
Title			Pasadena, CA 91106-1528 UNITED STATES
Account	Travel Gallery, Inc.	**Phone**	626.577.9717
Note Title	2019 NTA FW	**Email**	frank@travelgallery.com

Date	**Regarding**
01/03/2020	Met with Franklin at NTA 2019 Fort Worth. He is gathering destination information and is getting more familiar with Montana. He recently bought Great Western Tours - Exploring the world together which is the senior section of their business. which he then translates to Chinese -- and he is experienced in working with the "layers" in China. He mentioned that he likes our newsletter but wants it to arrive on Tuesdays where he will take time to read through them. WHAT? He took usb for itinerary suggestions and doesn't need any follow up at this time.

Contact Name	Angie Chamberlin	**Address**	5301 South Federal Circle
Title			Littleton, CO 80123-2390 UNITED STATES
Account	Globus Family of Brands - Globus, Cosmos, Monograms, Avalon	**Phone**	
Note Title	2019 NTA FW	**Email**	achamberlin@globusfamily.com

Date	**Regarding**

01/03/2020	Met with Angie at NTA 2019 Fort Worth. 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 8 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. She says that they will redesign to spend the full day in Whitefish, since people love that town so much. We chatted about llama trekking, ebikes with Glacier Guides, rafting companies, and fly fishing on the ponds of Glacier Outdoor Center. 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 asked about other guest ranches in and around Whitefish. Bar W won't work due to guest schedules for them. I will follow up with Angie on these things but all GC partners if you want to expose your business to the group tour market. Follow up with Angie at achamberlin@globusfamily.com

---

Contact Name	Tina Poole	**Address**	125 Promise Lane
Title	Owner		Livingston, TX 77351 UNITED STATES
Account	Adventure Caravans Inc.	**Phone**	936.327.3428
Note Title	2019 NTA FW	**Email**	tina@adventurecaravans.com

Date	**Regarding**
01/03/2020	Met with Tina at NTA 2019 Fort Worth. They have been attending ABA for years this is their first year at NTA. They specialize in guided RV tours. up to 20 guests/rigs or 40 ppl. We talked about West Glacier RV Park, the 2 KOA's on both the west and east side of GNP. They want to put an Alberta to Glacier tour together. She appreciated that we had an actual RVing itinerary along with our USB drive for more information. No specific follow up is necessary at this time.

Contact Name	Mike Schields	**Address**	1320 N. Route 59, suite 170
Title			Naperville, IL 60563 UNITED STATES
Account	Legacy Tour & Travel	**Phone**	630.778.7010
Note Title	2019 NTA FW	**Email**	mikes@legacytourtravel.com

Date	**Regarding**

01/03/2020	Met with Mike at NTA 2019 Fort Worth. Most of their clients are out of IN, IL and IA. His daughter lives in Missoula and is attending UM, so knows Missoula pretty well. We had an overview of GNP, reds/sun tours, GPBC, Whitefish, Kalispell, reservations, Flathead Lake, NBR. He says they will be putting a tour together, mainly because he want to live here. I will followup with other suggestions and see what help he needs.

Contact Name	Sheng O	**Address**	2304 148th St. SW
Title	President		Lynnwood, WA 98087 UNITED STATES
Account	Blue River Travel International Corp	**Phone**	206.438.3000
Note Title	2019 NTA FW	**Email**	nathan.blueriver@gmail.com

Date	**Regarding**
01/03/2020	Met with Sheng at NTA 2019 Fort Worth. The company is based out of Seattle and is a Chinese tour connection. They specialize in working with Chinese groups that are interested in photography, nature, soft adventure. Lots are going to the Canadian Rockies but feel he can pull them into the US Rockies. He was interested in budget hotels so we talked about My Place in both Missoula and Kalispell, Super 8's and some Best Western properties. He appreciated the usb drive. No specific follow up needed at this time.

Contact Name	Margo Stauffer	**Address**	2727 Henry Avenue P.O. Box 87
Title	Product Manager		Eau Claire, WI 54701-6828 UNITED STATES
Account	Holiday Vacations	**Phone**	
Note Title	2019 NTA FW	**Email**	mstauffer@holidayvacations.com

Date	**Regarding**
01/03/2020	Met with Margo at NTA 2019 Fort Worth. Sam who I have worked with in the past has moved on to another company. Holiday Vacations has multiple tours into our region. 2017 He says the Summit House gets a great rating on his tours. He gave me his client ratings on the Montana/Glacier National Park part of the tour and it gets a 4.58 out of 5 from 262 returned surveys. They will motorcoach into Missoula. They have lunch on this series of 12 tours at Rumour. New for 2020 they will be adding an overnight in Missoula, at the Red Lion I think. They utilize the pursuit properties, GPL. Other GC partners can follow

up with Margo at mstauffer@holidayvacations.com.

Contact Name	Gloria Little	**Address**	561 S. 7th St.
Title	Tour Director		Bismarck, ND 58504 UNITED STATES
Account	Direct Travel	**Phone**	800.833.8787
Note Title	2019 NTA FW	**Email**	glittle@dt.com

Date	**Regarding**
01/03/2020	Met with Gloria at NTA 2019 Fort Worth. While they are only a state over, they do not have any tour product in Montana. We did an overview highlighting rural corridors, GNP, reds, GPBC, Whitefish, WMR, Kalispell, NBR, Smokejumper, HFMissoula. Lodging options Pusuit Collection, Firebrand, Red Lion Kalispell. She appreciated the usb and will call when she needs further information.

Contact Name	Han Ying Yang	**Address**	9075 S. 1300 E suite 205
Title	CEO		Sandy, UT 84094 UNITED STATES
Account	Horizon Travel Group	**Phone**	801.809.0019
Note Title	2019 NTA FW	**Email**	horizontravel101@gmail.com

Date	**Regarding**
01/08/2020	Met with Leah at NTA 2019 Fort Worth. They are a small Chinese inbound tour operator. They usually have between 2 to 8 people for a more intimate experience. He wasn't familiar with GNP, so wanted more information on visiting. We did a basic overview of Western Montana, Glacier, Flathead Lake, rural corridors, Indian Reservations, NBR, Whitefish, Kalispell, Missoula. No specific follow up in needed at this time.

Contact Name	Cynthia Billette	**Address**	13830 SW Scholls Ferry Rd #101
Title	Sales Manager		Beaverton, OR 97007 UNITED STATES

Account	Columbia Crossroads Inc.	**Phone**	503.372.6355
Note Title	2019 NTA FW	**Email**	cynthia@columbia-crossroads.com

Date	**Regarding**
01/08/2020	Met with Cynthia at NTA 2019 Fort Worth. We will be working with Cynthia on a FAM tour to Missoula post Spotlight USA in Helena May 3-5, 2020. I sent her an itinerary and blocked rooms at the Holiday Inn Missoula Downtown. Our appointment was about that. So far she has 17 tour operators signed up to attend, hoping for 25. I worked with Cynthia in Portland for many years as a receptive tour operator for the PNW. Columbia Crossroads does frequent the National Parks but only with pre-arranged groups or tours. Nothing that visitors can buy into. They specialize in receptive services and destination management in the greater Portland area. She was excited to tell me she has a group coming to Montana. They are staying 2 nights in ID and 2 nights near GNP and couldn't remember where they were staying. We talked about doing reds, boat tour, small hike and other great things in the canyon and around the Flathead Valley. She also was trying to hard sell me on their spotlight program which is a 3 1/2 day FAM and conference. She will send me an RFP to see if it might work. Clients did one in ID and she now has 4 new tours headed to ID. .

Contact Name	Katherine Cox	**Address**	9011 N. Meridian ST Suite 100
Title	Account Executive		Indianapolis, IN 46260 UNITED STATES
Account	Grueninger Travel/Ambassadair	**Phone**	317.218.0818
Note Title	2019 NTA FW	**Email**	kcox@grueningertours.com

Date	**Regarding**
01/09/2020	Met with Katharine at NTA 2019 Fort Worth. They continue to sell their 5 day (all in GNP) tour based on our suggested itineraries from several years ago. She is concerned that they might lose their allotment with Xanterra since they are only one tour with roughly 10 rooms in the park. She also asked about other hotels in Whitefish as they currently use Grouse but think they might want to be downtown within walking distance to main street of Whitefish. We talked about Firebrand, Bigfork and the Bigfork theater, Flathead Lake and Far West Boat Tours, Polson and MOAM, NBR, and Missoula attractions if they wanted to expand the stay and regional offerings. Requested photos so gave them the usb drive. Whitefish partners can follow up with them and their needs. I will follow up with expanded itinerary ideas. She is also needing transportation. I told her I would send referrals for Rocky Mountain, Beach and Karst Stage.

Contact Name	Jason St. Clair	**Address**	180 Middle Street
Title			Pawtucket, RI 02860 UNITED STATES
Account	Collette Vacations	**Phone**	401.727.9000
Note Title	2019 NTA FW	**Email**	

Date	**Regarding**
01/09/2020	Met with Jason at NTA 2019 Fort Worth. Long time friend Jason is working at Collette. He know Western Montana well so we collaborated on how to get more tours into the region. He thinks a Spotlight Tour: Whitefish, Eureka Wilderness Club, GNP/Waterton, Flathead Lake and NBR. He thinks also their Exploration tours that are 50 to 65 yrs but very adventurous. Smaller groups of 24 ppl. No specific follow up is needed at this time from GC partners. I will work with Jason to see about product in the region.

Contact Name	Michael Mishko	**Address**	2446 Berkshire Court
Title	CEO/President		Kissimmee, FL 34746 UNITED STATES
Account	Creative Tours	**Phone**	407.396.9759
Note Title	2019 NTA FW	**Email**	creativetoursflorida@yahoo.com

Date	**Regarding**
01/09/2020	Met with Michael at NTA 2019 Fort Worth. They specialize in UK groups traveling to the western US, as well as student/senior groups from Florida. They offer ski tours in winter. They have had groups at Whitefish Mountain Resort in the past (2016) and thinks he needs to do that again. He also utilized the dogsledding in Whitefish and loved it. He loves Montana and wants to move there. But Florida is nice all year long. GC partner members that would like to follow up with Micheal can email him at creativetoursflorida@yahoo.com.

Contact Name	Paty Gierau	**Address**	PO Box 2975
Title			Jackson, WY 83001 UNITED STATES
Account	Experience Travel	**Phone**	

Note Title	2019 NTA FW	**Email**	paty@pg-experience.com

Date	**Regarding**
01/09/2020	Met with Paty at NTA 2019 Fort Worth. Her husband and a business partner own Jedadiah's at the Missoula Airport. she is more of a travel agency out of Jackson. She specilizes in unique places in the west. She is from Brazil, so will be focused on that international group of individuals coming to the region. She has not been to GNP, so we did an overview of the rural corridors and northern parts of Glacier Country since she knew Missoula and loves it. No specific follow up is needed

---

Contact Name	Edmund Yost	**Address**	PO Box 69
Title			Sunland, CA 91041 UNITED STATES
Account	Friendly Excursions Inc.	**Phone**	
Note Title	2019 NTA FW	**Email**	friendlyexc13@gmail.com

Date	**Regarding**
01/09/2020	Met with Edmund at NTA 2019 Fort Worth. They had a tour planned for 2019 in September that will be coming down from Canada and going to GNP. He said he is in need of a restroom break in Eureka. I mentioned the historic village in Eureka and he agreed that would be a great stop. They will be continuing down to Missoula and some will be flying out. He wanted more information about the Firebrand in Whitefish. I will follow up.

Contact Name	Lynn Li	**Address**	1018 S. 9th Street
Title			Alhambra, CA 91801 UNITED STATES
Account	Gary Express Inc.	**Phone**	
Note Title	2019 NTA FW	**Email**	linn.li@yahoo.com

Date	**Regarding**

01/09/2020	Met with Lynn at NTA 2019 Fort Worth. They focus on mainly tours on the west coast to inbound Chinese travelers. If they were to go tours in our area, they would need step-on-guides to go with the tours. They think that their clients would be very interested in the Missoula area with all it has to offer. I will follow up with step on guide suggestions. She appreciated the vast number of tour itineraries we have. No immediate follow up is needed from GC partners.

Contact Name	Sheli Hinds Armstrong	**Address**	142 Truman St NE Ste C
Title	owner		Albuquerque, NM 87108 UNITED STATES
Account	Destination Southwest	**Phone**	505.766.9068
Note Title	2019 NTA FW	**Email**	sheli@destinationsouthwest.com

Date	**Regarding**
01/09/2020	Met with Sheli at NTA 2019 Fort Worth. She is the new owner of Destination Southwest. She purchased it from Sally who I first met 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. Sheli reminded me that they specialize in receptive offerings in the New Mexico area but are branching out with their affinity groups that want more information on destinations for their local groups to travel to. 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 region, GNP, Blackfeet nation, WMR, Kalispell museums and new brewery/cidery/distillery options, Far West Boat cruises, NBR, Ninepipes museum. We talked about golf and all the great golf courses in the Flathead Valley. I will call and discuss further needs and send out the appropriate needs to our GC partners. Her daughter who is 13 is in Lolo right now.

Contact Name	Andrew Knowles	**Address**	3019 Pinewood Lane
Title			La Crescenta, CA 91214 UNITED STATES
Account	Significant Living Travel	**Phone**	818.542.3158
Note Title	2019 NTA FW	**Email**	andy@significantlivingtravel.com

Date	**Regarding**

01/09/2020	Met with Andrew Knowles at NTA 2019 Fort Worth. 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 2020 or 21. Andrew talked about the upcoming eclipse in August and how he has traveled around the world to view eclipes with no guarantee that the weather or other circumstances would present themselves. He says people do it from all over the world and it is big travel business. They do not need any follow up at this time. They will call me when they are ready to plan.

Contact Name	Suzanne Hagberg	**Address**	0
Title			Tempe, AZ 0 UNITED STATES
Account	DETOURS American West	**Phone**	
Note Title	2019 NTA FW	**Email**	

Date	**Regarding**
01/09/2020	Met with Suzanne at NTA 2019 Fort Worth. She was very versed in GNP. They focus on fly - drive itineraries and have small vans for those wanting to go in small groups. No motorcoaches. We did an overview of what's new in Glacier Country. She was interested in Llama Trekking and the ebikes. Sounds like a more activities driven tour than just scenery. I will follow up with her for future needs.