



**TRAVEL TRADE SHOW NOTES INTERNATIONAL: QUERY RESULTS - 34 RECORDS RETURNED**

Company Name	Company Country	Notes From Show	Shov
Caravelle - Tours	NORWAY	Met with Lasse Bakke at IRU 2022 Fargo - Lasse has never been to Montana and was looking for a general overview. He had a tour request for a guided hunting trip in Canada, and wondered if guided hunting is also available in MT. He expressed interest in Ag Tours, Norwegian heritage tour ideas, and guided activities. His groups are up to 20 people, from a large agricultural area in Norway. He is focused on learning more about nature, heritage, outdoor activities, museums and the wild west. He requested more information on the tribal culture in the region.	2022 IRU Fargo
Europe Active	FRANCE	Met with Anthony at IRU 2022 Fargo. 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 and EagleRider for international inbound. We chatted about all the great activities in Western Montana and he would love to join a FAM to our region. I will send him our motorcycle itinerary to review for great rides. He will make sure to be invited back from Emmanuelle next year in Boise and come. They sound like his clients are our perfect visitor. The best way to work with them is to connect with Rock Mountain Holiday Tours.	2022 IRU Fargo
America As You Like It	UNITED KINGDOM	Met with Maggi at IRU 2022 Fargo. 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. She was very interested in what Iron Shield was doing. I will send her more information. 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.	2022 IRU Fargo
Argus Reisen GmbH	GERMANY	Met with Dirk at 2022 IRU Fargo. They are a German tour operator specializing in riding vacations, resorts, lodges and other unique accommodations and outdoor activities. (fly fishing, 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, Bonetel, GTA. They spent COVID lockdown restructuring their home page and really want to highlight our ranch stays. They are always looking for more guest ranches to work with (talked about Bar W (new owners want a reintroduction) and outdoor activities and outfitters. They currently utilize 8 guest ranches in Montana. He really wants an introduction to Rich Ranch and says that his clients will sign up for a 7 day guest ranch stay at FL (asked if they pay commission). He asked to be notified if we had any other ranches coming online. I sent info on Cheff and RiverView Ranch as well. He really wants pictures and videos.	2022 IRU Fargo
Rocky Mountain Holiday Tours	UNITED STATES	Met with Chris and Crystal at IRU Fargo. 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. I have sent emails to Chris introducing him to the new lodging properties in the region, but it sounds like there have not been any contracts signed. I will follow up with both Chris and them and see if I can help move things along. 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.	2022 IRU Fargo
Travel Island	ITALY	Met with Franco Bondioli at IRU 2022 Fargo. Travel Island is a small tour operator based in Milan. They organize self drive travel and vacations for FIT mainly and small groups 6-16 with a tour leader from Italy. The USA is their #1 destination every year. They have done tours in the past from Alberta to Great Falls. He has been to GNP at least 3 times. They have a tour of 8 - 16 ppl coming in a tour end of August. He also has several FIT in August. He took our suggested motorcycle itinerary due to overwhelming requests. Additional information he is looking for is ranches, soft adventure activities and local attractions. He was really interested in Iron Shield as a cool component.	2022 IRU Fargo
Bike-the-Best Motorcycle Tours	GERMANY	Met with Peter at IRU 2022 Fargo. They are scouting for new motorcycle tours. SW US tours have been so successful he needs more Montana ideas and inter-region itineraries. Peter asked that I send a link to our suggested motorcycle itinerary. He currently has clients coming into Kalispell staying at the Red Lion. Specialize in motorcycle tours to North America. Several Road shows around Europe with a strong focus on Western United States, especially the Sturgis Rally in August. Offer Fly & Ride Tours to the RMI states from April through October, with and without guides. Work with: Rocky Mountain Holiday Tours and several other receptives. One of Europes largest tour operators for motorcycle tours to the US. Product in the region are both guided and self-guided tours to the Rockies, Sturgis, Black Hills, Idaho, Colorado, South Dakota, Wyoming.	2022 IRU Fargo
Discover North America	UNITED KINGDOM	Met with Alain at IRU 2022 Fargo. They specialize in tailor-made itineraries to the US and Canada. They are hyper focused on the GAW region and have spent a lot of time here really getting to know the area. They will be back in August to Montana/Billings and east side. They are working on a contract with CamperVan to offer RV tours in the states. We talked about our rural corridors and natural settings. They have put together a whole brochure about the GAW with 5 itineraries with help from the states and want to be the UK experts. They currently work with RMHTours, ATI and TourMappers as receptives in our area. The best way to work with them is through receptive tour operators.	2022 IRU Fargo
LeBeau Reizen	NETHERLANDS	Met Marlon at IRU 2022 Fargo. They are a Dutch tour operator specializing in tailor-made FIT tours. Their focus is on quality engagement and encouraging their clients to stay longer at specific destinations in order to see and experience more. They really want unique experiences and lodging options. The majority of their clients start in Seattle so that is a plus for us and our proximity to Seattle. He came back in 2019 in September and stayed in the cabins at Glacier Outdoor Center. Loved it but couldn't find them for this year. I told him about the sale to Pursuit, so he said that takes them out of the booking pool and working with receptives. I mentioned Clydesdale Outpost as a new possibility in the future as they are under construction. Marlon and Edwin also want to work on a winter itinerary since no one is doing that. I will follow up on helping put that into play. They are currently working with US Receptives: Rocky Mountain Holiday Tours for our area. So follow up with them if you would like to work with LeBeau Reizen and the international market.	2022 IRU Fargo
Travel 2 America	NETHERLANDS	Met with Edwin at IRU 2022 Fargo. Travel 2 America specializes in tours that are off the beaten path. They try to find the hidden treasures that the masses haven't heard of yet. Their clients know that will get different parts of America versus the same Los Angeles, Vegas, NY City speels from all the other tour operators and their clients trust them. They focus on FIT with complete packages and not your ordinary accommodations. I shared that we have lots of unique lodging options new to the area. BaseGlamp, Clydesdale Outpost, Roam Beyond, Sherman Lodge and 4 new hotels in Missoula. He also works with journalists and writes a newsletter. For our area they work with US Receptive Rocky Mountain Holiday Tours to book their accommodations. The best way to get international business is for GC partners lodging to work with Rocky Mountain Holiday Tours.	2022 IRU Fargo
Ruck Zuck Urlaub	GERMANY	Met with Ribanna at IRU 2022 Fargo. 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. We chatted about new things. New lodging like Roam Beyond, Clydesdale Outpost, Sherman Lodge, BaseGlamp, biking the GTTSR, Llama trekking with SMO. 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 committed to our region and have been a staple at IRU. They are currently working with ATI, and RMHTours and Tourmappers as international inbound for our area.	2022 IRU Fargo
Italygate	ITALY	Met with Cristina at IRU 2022 Fargo. We also met in Spearfish. They are a small tour operator organizing tailor made group and FIT tours. Cristina brought her family and 3 other families to Glacier National Park in August of 2019 and LOVED it. They did the GTSR from west to east. She asked about the vehicle reservation so we spent time going over 2022 rules. The tour flies into SLC, Sun Valley, Boise, Glacier with 2 nights at the Pine Lodge in Whitefish. I will followup to see about needs and help. Again the best way to book her clients is to work with Rocky Mountain Holiday Tours or another receptive.	2022 IRU Fargo
Platinum Travel	IRELAND	Met with Ciara (pronounced with a K) at IRU 2022 Fargo. 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 attended the UK FAM post IRU in Fargo. SHE WAS DELIGHTFUL. They sell Glacier with their Canada product or out of Seattle since there is a direct flight from Dublin. PERFECT! We stayed at Roam Beyond, Clark Farm Silos and Hampton Inn Kalispell. Ate at Mecantile Steak in Kalispell. Ebiked the GTSR with Glacier Guides. She rode a horse for the first time EVER with SMO out of the West Glacier corral. She works with RMHTours as her preferred receptive in the area.	2022 IRU Fargo
Le Cercle des Vacances	FRANCE	Met with Antony at IRU 2022 Fargo. 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. He said th Utah parks are really hot right now, but then our region. Developing new itineraries for clients' 3rd or 4th trip to the US. He wanted unique experiences and we discussed Iron Shield Creative and Indigikitchen. He would like more information on this. They book through RMHTours. Requested more lodging alternatives on the east side of GNP.	2022 IRU Fargo
American Holidays	IRELAND	Met with Bladhana (pronounce Blowna) at IRU 2022 Fargo. 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. Bladhana came on the UK FAM after IRU. We stayed at Roam Beyond, Clark Farm Silos, Hampton Inn Kalispell. We ebiked the GTSR, Glacier Distillery, Bigfork, Whitefish, Kalispell, horseback rode with SMO out of West Glacier corral. She loved MT, bought a Pendleton blanket to take home.	2022 IRU Fargo
ATP	UNITED STATES	Met with Luisa at IRU 2022 Fargo. AlliedTPro is a leading north american receptive operator. Leading in inbound visitors to the US. They have 5 distinct product lines. Escorted Tours, Group Travel, FIT, VIP and corporate travel. In our area they are focused on hotels, ranches, natural wonders, national parks, cultural destinations, historical sites and adventures. She requested a link to pictures and videos. She asked for help getting contracts with lodging. I told her that Rocky Mountain Holiday Tours had a pretty good hold on the region and has worked directly with lodging properties to build relationships. If GC lodging and attractions are wanting to market through more than one receptiv, AlliedTPro is looking to partner with you.	2022 IRU Fargo
Travelbag	UNITED KINGDOM	Met with Geoff at IRU 2022 Fargo. Travelbag is a leader in worldwide travel from the UK to Asia, Australia, North America, Middle East, Latin America, Caribbean and Mediterranean. They sell direct to the consumer through call centers and travel experts. Their client is 45 years old+, affluent, FIT and motorhome self drivers. They are interested in cultural tourism. They currently have interest of 30,000 people to the US and need more product than California to sell. Geoff is rather new to the company after COVID downsized everyone, but not new to product development. He attended the UK FAM after IRU. He was genuinely interested in the tourism products and LOVED the silos and Roam Beyond we stayed in. He is interested in learning more about unique lodging in the area including guest ranches, boutique hotels and glamping. Must work with a receptive for easy of booking his clients into the area.	2022 IRU Fargo
RIDE THE WORLD MOTORCYCLE TOURS	AUSTRALIA	Met with David at IRU 2022 Fargo. Ride The World Motorcycle Tours sources the best motorcycle operators offering exhilarating or cruising options across the globe. From the wide-open roads of North America to the "Roof of the World" in Nepal, the cultural experiences in Asia, the outback of Australia, the mountains of South America, the contrasts of Africa and the diversity of Europe, we have a motorcycle tour for all ages, experience and interests. They get the bikes in Billings and I thought there was an Eagle Rider in Missoula. I will double check for them. They want me to send over the motorcycle itinerary that I have for Western Montana and they will see if they can incorporate it into a larger itinerary. No specific follow up from GC partners at this time.	2022 IRU Fargo

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Amerika Only Benelux	NETHERLANDS	Met with Boy at IRU 2022 Fargo. Amerika Only is an online magazine for travelers to the United States. It is their mission to bring back that vacation feeling by sharing the best travel tips. Website, social media, travel guides. He was a media person in our appointments. He wanted an overview of Western Montana. Talked about GNP, Whitefish, Kalispell, Flathead Lake, 2 tribal nations. He would like a link to our photo library. No GC partner follow up needed.	2022 IRU Fargo
Riksja Travel	NETHERLANDS	Met with Lianne at IRU 2022 Fargo. They are a tour operator that is specialized in trips all over the world to 55 countries. They create modules on their website and every destination has its own. They have been around for 15 years and have 40 destinations that they consider GOLD. They are looking at the GAW region and want to find small-scale properties and excursions not already included in their modules. We talked about Sherman Lodge, BaseGlamp, Treehouses in Whitefish, and excursions with Whitefish Shuttles and Tours, Farwest and Iron Shield Creative. They currently work with New World Travel and Tourmappers for US Receptives. No particular follow up is needed at this time form GC partners.	2022 IRU Fargo
TRAVEL TREND B.V.	NETHERLANDS	Met with Roxana at IRU 2022 Fargo. Dutch tour operator selling a wide range of product outside Europe: FIT components, ready-made packages, motorcoach tours, groups, customized packages and dynamic packages consisting of all or some of the following segments: airline tickets; car, RV and motorbike rentals; train and ferry tickets; self-drive; RV and train itineraries with pre-booked accommodations; motorcoach tours; FIT accommodations; FIT sightseeing; nature and wildlife packages; city, adventure and ski packages, even golf packages including green fees. In a nutshell: tailor-made travel products. She was very interested in our area for group camping and RV tours. Start in Denver and work their way through the GAW region. They also have a Canadian Rockies/Am Rockies tour that is great for our area. I have a feeling after IRU they will work with Rocky Mountain Holiday Tours for our area. Again a contract with RMHTours for any lodging properties in GC is highly recommended to book international visitors.	2022 IRU Fargo
Wings 'N Wheels	BELGIUM	Met with Stefan at IRU 2022 Fargo. Specialist in tailor-made travel: FIT, fly-drive, escorted tours, city stays, etc. They offer a website with extensive programs for retail agents and ideas for consumers. They are at IRU looking for flexible leisure products of all kinds, soft adventure, special accommodations and new ideas for the coming seasons. They work with Rocky Mountain Holiday Tours in our region as their US Receptive. We discussed new lodging options, GNP, Whitefish, Kalispell, Flathead Lake, 2 tribal nations. Will send links to our new lodging products. Again, GC partners should work with Rocky Mountain Holiday Tours to get your lodging available to international visitors.	2022 IRU Fargo
Amerigo	FRANCE	Met with Martin at IRU 2022 Fargo. Amerigo is a French tour operator specializing in tailor made itineraries. They work B2B with travel agencies all over France. Their FIT department woks with USA and Canada customized "a la carte" itineraries. Amerigo products are sold in more than 3,000 travel agencies throughout France. They will spend 2 weeks, 14 nights. They currently work with RMHTours in our area as the key US receptives. He would like for me to send him a link to the new unique lodging properties I described during our meeting. As well as photos. No follow up is needed at this time from other GC partners.	2022 IRU Fargo
Les Ateliers Du Voyage	FRANCE	Met with Bertrand at IRU 2022 Fargo. Each trip is tailor-made. The company sells direct to consumer via their agency based in Paris and via their website. He was very versed in our area. Had been but experienced terrible weather. Visited Missoula because his favorite writer lived/died there Jim Emerson. Loves and has read all of the Lewis & Clark books. Connected with Molly and will be back to our area for sure. He utilizes Rocky Mountain Holiday Tours.	2022 IRU Fargo
Marco Vasco	FRANCE	Met with Dominique at IRU 2022 Fargo. 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. We discussed Whitefish, Kalispell, Flathead Lake and Missoula. His colleague Jessica who attended the Montana Guest Ranch FAM in 2018 loved the area. They work with RMHT as a international inbound in the Rocky Mountain region.	2022 IRU Fargo
Para Tours	SWITZERLAND	Met with Nicole at IRU 2022 Fargo. They are a Swiss independent tour operator specialized in North America, mainly focus on FIT and B2C. They currently work on visitation Canada and Alaska and are wanting to expand into the US and think this region is a good place to start since it's relatively unknown to their clients. They focus on fly-drive, ranches, outdoor adventure. Unique lodging talked about Roam Beyond, BaseGlamp, Treehouses, tipis. They work with Rocky Mountain Holiday Tours, so the best way to get international clients would be to contract with RMHTours.	2022 IRU Fargo
Travel North America by Siam Viaggi	ITALY	Met with Paolo at IRU 2022 Fargo. Travel North America is a brand of Siam Viaggi opened business in 2013. They are a tailor-made tour operator focused on FITs and small groups with tour leaders from Italy. They have many different kind of clients, but what we are looking for is to give a real and tailored experience. I shared general overview of Glacier National Park and Blackfeet new activities like Iron Shield and Indigikitchen. They would like more information on those. Again, they are working with Rocky Mountain Holiday Tours as a good receptive to connect with for GC partners.	2022 IRU Fargo
Konrad Travel	ITALY	Met with Mr. Paolo Cesaretti at IRU 2022 Fargo. They have developed several escorted tours in the GAW region, including MT, and use RMHT and Travalco as receptive tour operators. When Italians come to the US, they stay 12-21 days. They are looking for custom-made itineraries and travel packages for individuals and groups. Working with RMHTours is the best way to work with this international tour operator.	2022 IRU Fargo
REIMATours	ITALY	Met with Luca at IRU 2022 Fargo. They have developed several escorted tours in the GAW region, starting in SLC, Idaho, Jackson, Butte, Great Falls, GNP. GNP is his absolute favorite national park. When Italians come to the US, they stay 12-21 days. We did an overview of new lodging options, biking GTSR, campgrounds near GNP. They work with RMHTours as a main receptive in our region.	2022 IRU Fargo
Itine-rari	ITALY	Met with Manuela at IRU 2022 Fargo. After over 20 years as a travel consultant, in 2017 ITINE-RARI became a small, family-owned tour operator to become a reference point in Milan, Italy. A member of the VisitUSA association, the founders have always been faithful to their commitment of selling only two destinations: the USA and Canada. The offer a high level of knowledge of American and Canadian culture, traditions and travel. Focused on B2C business, their main clients are honeymooners, high-spending 60-plus couples and families. They sell FIT self drive tours and small-group Italian guided tours. They know GNP, wanted an overview on the rest of the region. Talked, C Falls, Whitefish and WMR, Kalispell and museum tours, Flathead and Far West, Bison Range, Seeley and lake activities. They work with RMHTours as receptive in our area.	2022 IRU Fargo
Tecnitravel SRL	ITALY	Did not meet with Paolo at IRU 2022 Fargo. He had to cancel. Italian tour operator since 1972. Selling the main cities but always trying to offer new and interesting itineraries. First TO to introduce Alaska product to the Italian market 27 years ago. Selling mainly FIT and small dedicated groups. Taking advantage of local DMC whenever possible. I will follow up with one sheet and see if he needs any assistance.	2022 IRU Fargo
Benns Norway	NORWAY	Met with Maria at IRU 2022 Fargo. BENNS is Norway's leading travel agency, selling travel itineraries to North America. Their target market is Norwegian families and the 50-plus segment wanting to experience amazing nature, culture and unique travel experiences. They do not focus on 5-star product, but 5-star experiences and adventures. Maria was definitely focused on the campervan tours for our area. We talked about the Canadian and American Rockies as an itinerary and she would like me to send her what I have on a Two Nation Vacation. They are really right up our ally with clients. They work with RMHTours, ATP and Travalco for receptives.	2022 IRU Fargo
Delta Airlines	UNITED KINGDOM	Met with Kate at IRU 2022 Fargo. Delta Air Lines is the U.S. global airline leader in safety, innovation, reliability and customer experience. Powered by employees around the world, Delta has for a decade led the airline industry in operational excellence while maintaining their reputation for award-winning customer service. Kate works the destinations part of Delta helping her agents know what's happening around the US. Delta also sponsored the UK FAM following IRU Fargo. Kate was a delight to have along and she works closely with all tour operators in the UK. No follow up needed.	2022 IRU Fargo
Gislev Rejser	DENMARK	Met with Kirsten at IRU 2020 Fargo. They are a Danish tour operator founded in 1946. The offer groups only. Mainly seniors. They have has the US program but are planning to expand into the GAW even more. They max at 36 people on each tour, but usually have around 25 which is manageable. This year they have 20 groups to the US, but not many to GAW region. Hope to increase that. We discussed GNP, Whitefish, Kalispell, Flathead lake and FarWest. I don't see and didn't ask what receptive they use. Perhaps they book direct since they do groups.	2022 IRU Fargo