



Report: Trade Show Contacts

Created By: Debbie Picard

Created On: 12/09/2020

Start Date: 12/01/2020

End Date: 12/31/2020

Category: All Categories

Contact Tags: 2020 NTA Virtual

Contact Name	Christopher Tilley	Address	2440 S. Brentwood Blvd St. Louis, MO 63144 UNITED STATES
Title			
Account	Cruises and Tours Woldwide	Phone	314.961.1020
Note Title	2020 NTA	Email	chris@ctw-us.com

Date	Regarding
12/07/2020	Met with Christopher at NTA 2020 Virtual. 2020 has them looking at different itineraries for 2021. They did not have tours scheduled on their website as they specialize in cruise and international. They work with bank travel clubs, currently 50 different clubs around the country. They mainly book tours that their clients request. This year wide open spaces are interesting to clients. He had spoken to Kim Birrell and was fascinated by the ghost town in Montana. I told him about Garnet in our region, combining it with Smokejumper Center in Missoula, St. Ignatius Mission, NBR, Ninepipes, Polson up to Kalispell or Whitefish. Into Glacier on the West out East and on to Big Sky. I will send these suggestions along with one sheet. GC partners are welcome to follow up with Chris.

Contact Name	Ellie Winchester	Address	2661 Riva Rd, Suite 621
---------------------	----------------------------------	----------------	-------------------------

Title			Annapolis, MD 21401 UNITED STATES
Account	Women Traveling Together	Phone	443.458.5634
Note Title	2020 NTA	Email	ellie@womentraveling.com

Date	Regarding
12/07/2020	Met with Ellie NTA 2020 Virtual. She says that they plan 2 trips to GNP every year. They fly into Kalispell for 6 days. Middle aged women, 15 at a time and stay in Kalispell and St. Mary. They go horesback riding, white water rafting and a Red Bus tour. Wanted more information on what could happen in Kalispell. I mentioned Conrad Mansion, NW MT History Museum, Hockaday. But also Lone Pine State Park, Purple Mountain Lavender Farm and Rails to Trails bicycle. We sent bandanas to Rich Ranch in 2019 for a group they had there. Glacier Country partners can contact Ellie for follow up.

Contact Name	Kenzie Clyde	Address	320 Elton Hills Drive NW Rochester, MN 55901 UNITED STATES
Title			
Account	Ed Ventures, Inc.	Phone	
Note Title	2020 NTA	Email	kenzie@ed-ventures.com

Date	Regarding
12/07/2020	Met with Kenzie and Shannon at NTA 2020 Virtual. They focus on international outbound tours, but realized after this year that they need to have some domestic trip itineraries called Backyard Tours. They are members of TAP Alliance and have usually sold into Western Leisure's GNP tour. They would offer our area to individuals and small groups. She was interested in itinerary suggestions including GNP, Reds, GPBC, staying in lodge properties with Pursuit. They also need bus company suggestions. Mentioned Rocky Mountain, Beach and Karst Stage. I will send this along. I think they will go back to offering international focus in 2022. GC partners can follow up with Kenzie too.

Contact Name	Pam Corderman	Address	1903 North U.S. Hwy 71 Box 456
Title			Carroll, IA 51401 UNITED STATES

Account	Star Destinations Inc.	Phone	712.792.9793
Note Title	2020 NTA	Email	pamc@stardestinations.com

Date **Regarding**

12/07/2020 Met with Pam at NTA 2020 Virtual. Before this year, they were seeing a trend in smaller groups but sometimes the bus fills and they run a full motor coach. She really wants to put a tour together focused on Idaho and Montana. People are asking for wide open spaces. We talked about flying into Boise and out Kalispell. She likes 2 nights in a hotel on a 7 or 8 day trip for her clients. The other tour that comes close to us is their Canadian Rockies, but it does not incorporate GNP. I spoke about all the great things coming up through Bitterroot Valley. Hamilton, Daly Mansion Museum, Smokejumper Center, RMEF in Missoula, up to NBR, Ninepipes, Miracle of America Museum. GNP, reds, GPBC. She thinks they can put something together if the prices are acceptable to her clients. I will send an email with links to these things. Other GC partners can follow up with Pam at pam@stardestinations.com

Contact Name	Jacinta Ruhland	Address	301, 1117 - 1st Street SW
Title			Calgary, AB T2R 0T9 CANADA
Account	Anderson Vacations	Phone	
Note Title	2020 NTA	Email	jruhland@andersonvacations.ca

Date **Regarding**

12/07/2020 Met with Jacinta at NTA 2020 Virtual. They are running a few tours close to home this last fall. Trend for them is smaller groups 20 to 25 but still utilize full size coaches. She is getting updates from DMOs for future. Looking for unique offerings. We discussed llama trekking, brews cruise on Clark Fork. They have specialty groups too. For example a literary group and wants to bring them into an area and have them meet with an author or have a workshop with the group. Also, shop, spa, see the sights. Thinking Whitefish would be perfect for something like this as a hub and spoke. Whitefish partners can contact Jacinta at jruhland@andersonvacations.ca

Contact Name	Hannah Leonhard	Address	0000
Title			McKinney, TX 75071 UNITED STATES
Account	Joshua Expeditions	Phone	

Note Title 2020 NTA **Email** hleonhard@joshuaexpeditions.org

Date **Regarding**

12/07/2020 Met with Hannah at NTA 2020 Virtual. They are a non-profit Christian tour operator specializing in education/fun/missions. They only work with preformed school or church groups. They spend time internationally in countries that need help. Some of the help is feeding orphans, building homes or helping to stop human trafficking. They mainly do big city but wanted to find out more about Montana. Not sure there is a huge fit here, but mentioned our reservations and how they might reach out in some way. No follow up is needed at this time.

Contact Name [Colleen Davis](#) **Address** #101-929 Laval Crescent
Title Kamloops, BC V2C 5P4
CANADA
Account Sun Fun Tours Ltd. **Phone**
Note Title 2020 NTA **Email** vernon@sunfuntours.ca

Date **Regarding**

12/07/2020 Met with Colleen at NTA 2020 Virtual. I had the appointment with Shelley, but she had to run out for an appointment. Sun Fun owns their own motorcoaches. Ladies US shopping and casino trips have been very popular from their Kamloops, BC area to Seattle/Oregon. Obviously no travel to the states in 2020, but looking for anything new for when the borders open up. New ideas I told her that Quinn's Hot Springs has redone their pools and it's beautiful. Would be a great stop from Glacier to Spokane. Also, Kalispell Grand is under new ownership and her ladies might really like the hotel updates when done. No follow up is needed at this time.

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 2020 NTA **Email** marcslt@aol.com

Date **Regarding**

12/07/2020

Met with Mark at NTA 2020 Virtual. He asked me to tell him something that Scott at his company doesn't know. He had a GNP tour that sold out for 2020 and of course didn't go due to COVID19. I told him about the new pools at Quinn's Hot Springs and he wants me to send that information to Scott. He asked if I had any pull with GNP to get into the hotels. Told him NOPE. 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. 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 MarksIt@aol.com to introduce yourself and why you should be added to their itinerary.

Contact Name	Julie Miller Longo	Address	1225 Warren Avenue P.O. Box 490
Title			Downers Grove, IL 60515-3597 UNITED STATES
Account	Mayflower Tours, Inc.	Phone	
Note Title	2020 NTA	Email	julie@mayflowercruisesandtours.com

Date **Regarding**

12/07/2020

Met with Julie at NTA 2020 Virtual. She was taking notes for Tim. She says the tours to Glacier are selling well he has departure dates for July, Aug, September 2021 if they go. I told her about Quinn's new pools since their tour comes over from Idaho, might be a good overnight. Also shared new downtown Missoula properties AC by Marriott and The Wren opening in 2021. This is a great opportunity for GC partners that would like to be on his scheduled tours with an activity OR attraction for seniors to follow up with Tim at tpatrick@mayflowertours.com

Contact Name	Rolland Graham	Address	24361 Via Santa Clara Mission Viejo, CA 92692 UNITED STATES
Title			
Account	Mountain Outin Tours, Inc.	Phone	949.837.9061
Note Title	2020 NTA	Email	mountainoutin@cox.net

Date **Regarding**

12/09/2020

Met with Rolland at NTA 2020 Virtual. They are a first timer to NTA and it was our first meeting. They currently have a YNP trip that starts in British Columbia but bypasses GNP altogether. We talked about the activities in GNP. Reds, Sun Tours, GPBC, hiking, Blackfeet and FH Indian Nations, lodging options in CFalls, Whitefish and Kalispell. He asked about transportation mentioned Rocky Mountain and Beach. He is interested in a MT/ID tour itinerary for 2021. No specific follow up is needed at this time. I will assist in getting him an itinerary first.

Contact Name	Lori Oftedah	Address	1500 Travis Road
Title			Marshall, MN 56258 UNITED STATES
Account	Southwest Tours	Phone	507.532.5675
Note Title	2020 NTA	Email	lori@swtourandtravel.com

Date **Regarding**

12/09/2020

Met with Lori at NTA 2020 Virtual. Their travel agency business is picking up faster than their group tour business. She is looking for family friendly activities for that. On the group tour side she is looking for itinerary suggestions for her older clients that love hands on things to do, history and unique offerings. Group friendly hotels and restaurants. GC partners can reach out to Lori with their offerings at lori@swtourandtravel.com.

Contact Name	Michael Smith	Address	2615 190th St., Suite 200
Title	Director of Product Development		Redondo Beach, CA 90278 UNITED STATES
Account	Premier World Discovery	Phone	310.372.3668
Note Title	2020 NTA	Email	msmith@premierworlddiscovery.com

Date **Regarding**

12/09/2020

Met with Michael at NTA 2020 Virtual. Premier has has ongoing tours to Western Montana for years. He has moved his group to the Red Lion Kalispell out of Whitefish and things are going great. Will use Grouse for the higher-end tours. Worked things out with Pursuit (working with Sarah) and getting the number of room nights needed in Glacier Park Lodge. Their Montana tour sold very well in 2019 and hope that 2021 will sell well after not touring in 2020. He is looking at developing itineraries for more of Montana including Missoula. I told him about our two new hotels opening in 2021, AC and The Wren.

Activities, Smokejumper, RMEF, Fort Missoula. Wants a Idaho/MT itinerary if we have one. PWD is a great tour company with higher end clients. Follow up can be done with msmith@premierworlddiscovery.com.

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	2020 NTA	Email	roland@wellsgraytours.com

Date	Regarding
12/09/2020	Met with Roland at NTA 2020 Virtual. 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). Only local trips in 2020, hopes to get back to normal in 2021. His clients love train travel and asked about options. Will let him know if and when the southern tier train travel coalition has options. GC partners should follow up with Fraser at fraser@wellsgraytours.com

Contact Name	Anne McCall	Address	1000 N Green Valley Pkwy Ste 440, PMB 347
Title	CEO/Owner		Henderson, NV 89074-6172 UNITED STATES
Account	Tours of Distinction	Phone	702.454.3838
Note Title	2020 NTA	Email	toursfordistinctionlv@gmail.com

Date	Regarding
12/09/2020	Met with Anne McCall at NTA 2020 Virtual. The last time I met with Anne is in 2011 (been awhile) - They have done a few trips to GNP from Las Vegas but it's been awhile. Needs to get an update on wide open spaces for 2021 as clients are asking for it. Talked rural corridors. Talked reds, sun tours, GPBC but all contingent on COVID restrictions. Whitefish Mtn and activities, whitefish resort town and hotels. Flathead Lake and Farwest. NBR, Ninepipes. Missoula activities too. She wants to be added to our newsletter email list. GC partners feel free to follow up with Anne.

Contact Name	Tanya Heath	Address	57 rue St. Louis
Title			Victoriaville, QC G6P 3P6 CANADA
Account	Misa Tours International	Phone	819.758.3155
Note Title	2020 NTA	Email	tanya@misatours.ca

Date	Regarding
12/09/2020	Met with Tanya at NTA 2020 Virtual. They mainly focus on incoming European clients from Germany and France into Canada. They have done some tours in the Canadian Rockies that comes down to GNP but haven't done anything else in the region. We chatted about Missoula, brews rafting, two new hotels AC and The Wren opening in 2021, Fort Missoula, Smokejumper. Rural corridors and small town charm. No specific follow up is needed from GC partners. She was just gathering information.

Contact Name	Dan Winston	Address	17036 Harbor Oak Parkway
Title	Senior Product Manager		Winter Garden, FL 34787 UNITED STATES
Account	ATP	Phone	212.596.1000
Note Title	2020 NTA	Email	daniel.winston@atptravel.com

Date	Regarding
12/09/2020	Met with Dan at NTA 2020 Virtual. They are a prominent leader in the US inbound market and served more than 600 tour and travel providers in 50+ countries. They have 5 product lines, FIT, American Classics, Coterie Designs, Premiere and Brite Spokes so work with a variety of leisure, group and corporate clients. In our area they are working with the Lodge at Whitefish Lake for their ski program. Also using the Holiday Inn Missoula in the warm season. 2021 options will involve cars with families and more outdoor adventure and nature. National Parks are the rage. They work with Pursuit for properties around GNP. Talked about others in Kalispell (Red Lion, Homewood Suites, HGI) and Whitefish (LWL, Firebrand) Ranched (PU, RRC, TC) Rural corridors. He provided an RFP for me to send to these hotels. All GC lodging properties that would like to work with a large receptive tour operator can contact Dan. Shared safety message.

Contact Name	Elaine Moulder	Address	620 Sea Island Rd #301
Title	Owner		St. Simons Island, GA 31522 UNITED STATES
Account	Brilliant Edventures	Phone	912.434.3088
Note Title	2020 NTA	Email	elaine@brilliantedventures.com

Date	Regarding
12/09/2020	Met with Elaine at NTA 2020 Virtual. She told me that Tish who I usually work with has started her own tour business out of Idaho. They are only running 1/3 of their normal tours. They mainly work with school groups and seniors both are not traveling. We mainly discussed safety measures being taken in Montana and not really anything about itineraries. I don't know that she was looking for travel information. No follow up is needed at this time.

Contact Name	Jace Vogler	Address	2727 Henry Avenue P.O. Box 87
Title	Executive Buyer		Eau Claire, WI 54701-6828 UNITED STATES
Account	Holiday Vacations	Phone	715.834.5555
Note Title	2020 NTA	Email	jvogler@holidayvacations.com

Date	Regarding
12/09/2020	Met with Jace at NTA 2020 Virtual. Holiday Vacations has multiple tours into our region and Jace sent me an RFP to send out to Whitefish hotel properties looking for 2022 dates for 2 different tours with multiple dates. This year they are looking for options in for an overnight in Missoula last year I think they utilized Red Lion. Rumour has loved having the series stop into their restaurant and do a select menu. They utilize Best Western Rocky Mountain Inn and the pursuit properties, GPL. Other GC partners in Missoula and Whitefish/Kalispell can follow up with Jace at jvogler@holidayvacations.com.

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 2020 Go West **Email** dbear@suntoursus.com

Date **Regarding**

12/09/2020 Met with Dana at NTA 2020 Virtual. Sun Tours has a "Canadian Rockies & Glacier NP" tour that is doing well, but of course didn't run in 2020. All of their tours are cancelled until March of 2021. Their next tour to GNP is scheduled for July and asked about reds running. I don't have those answers now, and she said she would give the group leader my contact information in case they aren't and what else can be planned instead. 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. GC partners can follow up with Dana.

Contact Name [Susan Buszkohl](#) **Address** 720 E. Norfolk Ave
Title Norfolk, NE 68701
UNITED STATES
Account Allied Tour, Inc. **Phone**
Note Title 2020 NTA **Email** susan@alliedtt.com

Date **Regarding**

12/09/2020 Met with Susan at NTA 2020 Virtual. Their main business is bank travel and senior groups. They did run a few fall trips in 2020 but are looking for more itinerary ideas in wide-open spaces. They have talked about extending their Canadian Rockies tour to include GNP if the border opens up. She is requesting more ideas for Adventure Day in Whitefish. We discussed horseback riding at Bar W, whitewater rafting with Glacier Guides or Glacier Raft, and Whitefish Mtn Resort activities. GC partners feel free to send Susan information on outdoor adventures in the Whitefish area at susan@alliedtt.com

Contact Name [Kelly Cooke](#) **Address** PO Box 111
Title North Woodstock, NH 03262
UNITED STATES
Account Terrapin Tours **Phone** 603.348.7141
Note Title 2020 NTA **Email** kelly@terrapintours.com

Date **Regarding**

12/09/2020

Met with Kelly at NTA 2020 Virtual. They are looking to expand into the WEST. They are new to all of it so we discussed GNP as our biggest attraction (Reds, sun tours, GPBC, hiking) Pursuit properties for lodging (GPL, St. Mary, Grouse) or Whitefish and Kalispell. They would like itinerary suggestions. I will follow up for now and no need for GC partners to follow up until we have more information on what they are needing.
