



Report: Trade Show Contacts

Created By: Debbie Picard

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Contact Tags: 2021 NTA Cleveland

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	2021 NTA Cleveland	Email	jvogler@holidayvacations.com

Date	Regarding
11/22/2021	I was scheduled to meet with Jace at NTA 2021 Cleveland but he was delayed so I met with Jeremy Hundt. Holiday Vacations has multiple tours into our region. This last year Jace called for help when he couldn't find any shuttle services from MSO airport to Holiday Inn Downtown. I hooked him up with River City Brews (Noah) and they were able to help out. Jace usually sends me an RFP to send out to Whitefish hotel properties looking for 2023 dates and I will reach out to see if he needs help with those. Rumour has loved having the series stop into their restaurant and the 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	Nan Delwiche	Address	13500 Watertown Plank Rd, Suite 107
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Title			Elm Grove, WI 53122 UNITED STATES
Account	Country Travel Discoveries LLC	Phone	262.923.8123
Note Title	2021 NTA Cleveland	Email	nan.delwiche@countrytraveldiscoveries.com

Date	Regarding
11/22/2021	Met with Nan at NTA 2021 Cleveland. Things are getting better but it's been rough recovering from the COVID shutdown. Anna is no longer with her due to cutbacks from Covid. They have had one tour that comes through Montana every year, but she thinks it will be awhile until they return to their regular schedule. I recommended that they look at September and will have better chances of rooms in the park as well as better rates around the park. We discussed the rural corridors and the educating visitors we are trying to do. She says she needs to get more information about WMR and gondola ride to summit house. GC partners that are attractions and activities for senior groups can follow up with Nan.

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	2021 NTA Cleveland	Email	pam@stardestinations.com

Date	Regarding
11/22/2021	Met with Pam at NTA 2021 Cleveland. I asked if she recalls getting my MT/ID itineraries and she asked if I would resend them. She said people are asking for wide open spaces and probably will be for the next couple of years. 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	Jim Warren	Address	3407 Ave L
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Title			Kearney, NE 68847 UNITED STATES
Account	Anderson Vacations	Phone	308.234.4348
Note Title	2021 NTA Cleveland	Email	jwarren@andersonvacations.ca

Date	Regarding
11/22/2021	Met with Jim at NTA 2021 Cleveland. They made it through 2020/2021, and are recovering but not adding any new products to the realm right now. Trend for them is smaller groups 20 to 25 but still utilize full size coaches. Before Covid, they had a new program that he thinks will work well for Montana and want to roll it out in Portland and Montana since he knows them well. For example he has 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. He was thinking Whitefish would be perfect for something like this as a hub and spoke. Whitefish partners can contact Jim at jwarren@andersonvacations.ca

Contact Name	Elaine Moulder	Address	620 Sea Island Rd #301 St. Simons Island, GA 31522 UNITED STATES
Title	Owner		
Account	Brilliant Edventures	Phone	912.434.3088
Note Title	2021 NTA Cleveland	Email	elaine@brilliantedventures.com

Date	Regarding
11/22/2021	Met with Elaine and Brittany at NTA 2021 Cleveland. She said that the 2nd 1/2 of 2022 looks much better but they are really looking out to 2023 for a return to business as usual. They are only running 1/3 of their normal tours and lots of day tour. They mainly work with school groups and seniors both are not traveling much and will take some time to get them back on busses. No follow up is needed at this time. She told me that Tish who I usually work with has started her own tour business out of Idaho.

Contact Name	Elsa Lo	Address	280 Madison Ave, Ste 907 New York, NY 10016 UNITED STATES
Title	Manager		
Account	China Silk Tours	Phone	800.945.7960
Note Title	2021 NTA Cleveland	Email	elsa@chinasilktours.com

Date	Regarding
11/22/2021	Met with Elsa at NTA 2021 Cleveland. They handle inbound Chinese associations and visitors. She has a group coming into the west and wanting an itinerary for Montana/Wyoming/South Dakota. They arrive in September 2022 50+ in the group and want only high-end lodging. She asked for information on The Lodge at Whitefish Lake, Firebrand and Grouse, GNP, reds and Whitefish. I will send over itinerary help and see if we can help with the other states as well. No follow up is needed from GC partners at this time.

Contact Name	Philip Sheldon	Address	1325 West Indiana Ave
Title	President		Salt Lake City, UT 84104
			UNITED STATES
Account	Hanns Ebensten Travel, Inc.	Phone	305.294.8174
Note Title	2021 NTA Cleveland	Email	phil@hetravel.com

Date	Regarding
11/22/2021	Scheduled to meet with Philip at NTA 2021 Cleveland and he was a no show to my appointment. I will follow up with an email a try to get a Zoom appointment.

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	2021 NTA Cleveland	Email	preludetours@gmail.com

Date	Regarding
11/22/2021	Met with Sarah at NTA 2021 Cleveland. 2019 was her first NTA. They formed their company 5 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. 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 asked for more information on our 2 nation vacation itinerary, any DMC's in the area or step-on-guides. It looks like they are planning for 2023. GC partners can follow up with Sarah.

Contact Name	Ragan Andrew	Address	24818 Farm Rd. 1045 Washburn, MO 65772 UNITED STATES
Account	Making Memories Tours	Phone	417.342.4395
Note Title	2021 NTA Cleveland	Email	ragan@makingmemoriestours.com

Date	Regarding
11/22/2021	Met with Greg Varner at NTA 2021 Cleveland. He was sitting in for Ragan that came down with COVID right before NTA. He said things are picking up for 2022 but won't be back to normal again until 2023. He says they have tour through Glacier National Park, they had one in this last summer in 2021 and it was hectic to say the least. We talked rural corridors, Kalispell, bison range, smokejumper, Fort Missoula. He wants me to follow up with Ragan who I will see at ABA in Grapevine next month. He does want the MT/ID itinerary sent too.

Contact Name	Leslee Richards	Address	4300 San Mateo Blvd NE Ste B155 Albuquerque, NM 87110-1299 UNITED STATES
Account	Sun Tours Ltd.	Phone	
Note Title	2021 NTA Cleveland	Email	lrichards@suntoursUS.com

Date	Regarding
11/22/2021	Met with Leslee at NTA 2021 Cleveland. Survived after COVID, and 4th quarter was good but it's looking really good for 2022. Sun Tours has a "Canadian Rockies & Glacier NP" tour that does well and is planned for 2022 for July and asked about reds running and all other park concessions. I told her yes, as of now all is a go. 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	Mark Hoffman	Address	9812 Old Winery Place, Suite 1
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Title	Owner		Sacramento, CA 95827 UNITED STATES
Account	Sports Leisure Vacations	Phone	916.361.2051
Note Title	2021 NTA Cleveland	Email	markslt@aol.com

Date	Regarding
11/22/2021	Met with Mark at NTA 2021 Cleveland. He usually tells me the same thing, that Scott at his company works our area. He had a GNP tour that sold out for 2020 and of course didn't go due to COVID. He didn't know why Scott didn't bring it back into play. 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. I've been working this tour operator for years and it's always a hit or miss. I've offered 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	Darrell Omanson	Address	1205 S. 4th Ave Sioux Falls, SD 57105 UNITED STATES
Account	Omanson Tour & Travel, Inc.	Phone	605.728.8888
Note Title	2021 NTA Cleveland	Email	darrell@omansontour.com

Date	Regarding
11/23/2021	Met with Darrell Omanson at NTA 2021 Cleveland. He said things aren't great for him at the moment. Student tours aren't going quite yet still in a holding pattern. I told him to watch for our newsletter about student tours in Western Montana, but he thought most of the newsletters he gets go to junk... He had never run a tour to Glacier National Park Described what students could incorporate with a tour to 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	Jessica Florac	Address	4001 Stinson Blvd. Suite 430
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Title			Minneapolis, MN 55421 UNITED STATES
Account	Landmark Tours Inc	Phone	612.230.2047
Note Title	2021 NTA Cleveland	Email	jessica@gowithlandmark.com

Date	Regarding
11/23/2021	Met with Jessica at NTA Cleveland. They are a small tour operator out of Minneapolis. They do come into Glacier but only on their Canadian Rockies tour that has them staying in Waterton. They come down to do the red bus tour for the day. We talked about WW rafting, guided hikes, GP boat tours, and the need to stay in Montana. I mentioned the MT/ID itinerary and Jessica would love to look at it. We need to get them to the area to see all that it has to offer. GC partners are welcome to contact Jessica.

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	2021 NTA Cleveland	Email	una@mayflowertours.com

Date	Regarding
11/23/2021	Met with Una at NTA Cleveland. They had tour departure dates for July, Aug, September in 2021. She said that everything was OK except for the restaurants mainly in the Flathead. Several wouldn't take their group. She also had problems with Rising Sun not being open for lunches. They stayed at the BW in Missoula and used MacKenzie River to run food to the hotel. 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 Una at una@mayflowercruisesandtours or Tim at tpatrick@mayflowertours.com

Contact Name	Nicole Doherty	Address	7231 South 900 East Suite 200 Midvale, UT 84047 UNITED STATES
Title	Senior Vice President		
Account	Western Leisure Inc.	Phone	801.233.0600
Note Title	2021 NTA Cleveland	Email	nicole@westernleisure.com

Date	Regarding
11/23/2021	Met with Nicole at NTA 2021 Cleveland. 2022 is looking much better for them. They had a couple of concerns with tours that ran in 2021. They stayed at the Izaak Walton Inn, but the restaurant service was short handed and made it difficult to meet their tour schedule. We did an overview of Western Montana and the rural corridors. As I spoke about different areas, she was interested in more full-service hotels with restaurants. They are the TAP partners that sells GNP but will see if that remains the case. They have been claimed to be a National Parks expert receptive, but will have to see if they continue with that branding.

Contact Name	Brad Ellison	Address	1930 Hyde Park Rd. Suite 4
Title			London, ON N6H 5L9 CANADA
Account	Ellison Travel & Tours Ltd.	Phone	519.235.2000
Note Title	2021 NTA Cleveland	Email	bradley@travelwithbradley.com

Date	Regarding
12/06/2021	Met with Brad virtually at NTA 2021 Cleveland. This was our first meeting. He was very interested in borders opening and learning all things about Glacier National Park. We talked Sun Tours, Reds, GPBC, GGMR, Time of year and pushed September. Itinerary suggestions to incorporate 2 nation vacation. He asked about Covid restrictions. I did mention struggle with workforce so call if he runs into trouble. I can offer help. I will follow up with other itinerary suggestions. No specific follow up from GC partners needed at this time.

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	2021 NTA Cleveland	Email	julie@southwestadventuretours.com

Date	Regarding
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12/06/2021 Met with Julie at 2021 NTA Cleveland. SAT is a receptive tour operator and destination management company offering small group, private and large group tours throughout the SW USA. They focus on scenic, adventure and photography tours. This company is 9 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. They did run 3 tours to Western Montana in 2021 but struggled. Couldn't find rooms on the Eastside of GNP and tried Glacier Peaks Hotel, and it didn't work for their group. Izaak wanted to know makeup of tour. Trouble with meals as well. Will help with rooms in Kalispell and Whitefish. 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	Fraser Neave	Address	250 Lansdowne Street
Title			Kamloops, BC V2C 1X7
			CANADA
Account	Wells Gray Tours, Ltd	Phone	250.374.0831
Note Title	2021 NTA Cleveland	Email	fraser@wellsgraytours.com
Date	Regarding		
12/06/2021	Met with Fraser at NTA 2021 Cleveland. They do Canadian Rockies and includes GNP on that one when the border is open. He did ask about our 2 nation vacation and wants to see what we include on it to see if he should make a loop tour out of his. Talked about Whitefish Mountain Resort, downtown Whitefish, Eureka Village and breweries and stay at Wilderness Club on the way back up. We also talked about the northern Idaho tour and wondered if I had a really great name for it like our "Two Nation Vacation". He is really taking the lead from his dad and I think really plans to grow the company. He is on the board of NTA and thanked me for attending. Super nice guy. GC partners should follow up with Fraser at fraser@wellsgraytours.com		

Contact Name	Matt Hamm	Address	1320 Londonberry Place
Title			West Hollywood, CA 90069
			UNITED STATES
Account	The Guestbook	Phone	702.448.1441
Note Title	2021 NTA Cleveland	Email	matt@guestbook.com
Date	Regarding		

12/06/2021 Met with Matt at NTA 2021 Cleveland. This was more of a sales to me meeting. I need to do more research but they have a network of 750 hotels and over 1.5 million FIT clients. They work with independent hotels and not major brands. They offer incentives to their network with 5% rebate and cash back to customers that utilize their services. More information can be found at TheGuestBook.com

Contact Name	Beth Straub	Address	2661 Riva Rd, Suite 621 Annapolis, MD 21401 UNITED STATES
Account	Women Traveling Together	Phone	443.458.5634
Note Title	2021 NTA Cleveland	Email	beth@womentraveling.com

Date **Regarding**

12/06/2021 Met with Beth at NTA 2021 Cleveland. She says that they plan a couple of trip to GNP every year beginning in May. Stay at Rich Ranch and love it there. (we sent bandanas in 2019 for their tour) Middle aged women, 15 at a time and stay at Glacier Park Lodge and Prince of Wales. They go horesback riding, white water rafting and a Red Bus tour. She is set for that tour. I suggested another great one would be Seeley/Swan or the Bitterroot Valley. Shopping, hiking, museums, history even a fishing trip. They are selling their fleet of coaches and will need transportation companies. I will send Beach, Rocky Mtn and Karst Stage. We also talked about Bar W Guest Ranch, Roam Beyond, Clear Sky Resorts and Under Canvas for experiential overnights. Glacier Country partners can contact Debra at debra@women-traveling.com or Beth at beth@womentraveling.com

Contact Name	June Anderson	Address	1320 N Route 59, Ste 170 Naperville, IL 60563 UNITED STATES
Account	Legacy Tour & Travel	Phone	
Note Title	2021 NTA Cleveland	Email	junea@legacytravelgroup.com

Date **Regarding**

12/06/2021 Met with June at NTA 2021 Cleveland. Most of their clients are out of IN, IL and IA. She said the fall was good and things are looking better. They don't have anything in our area now but are looking for product for 2023 and beyond. More of their tours will look out west. We talked GNP, reds, GCBC, WMR, Far West, Missoula Smokejumper, St. Mary's. She did ask for the ID/MT itineraries to familiarize herself with opportunities. I will follow up with other suggestions and see what help she needs.

Contact Name	Lynn Li	Address	1018 S. 9th Street
Title			Alhambra, CA 91801
			UNITED STATES
Account	Gary Express Inc.	Phone	
Note Title	2021 NTA Cleveland	Email	linn.li@yahoo.com

Date	Regarding
12/06/2021	Met with Lynn at NTA 2021 Cleveland. 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. She is interested for a group August 2022 and wants me to send an itinerary with a focus on GNP, reds, GPBC and the rest of the Flathead. They think that their clients would be very interested in the Missoula area with to with all it has to offer. I will follow up with with her and see what else she needs.
