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## TRAVEL TRADE SHOW NOTES INTERNATIONAL: QUERY RESULTS - 30 RECORDS RETURNED

Company Name	Company Country	Notes From Show	Show
Tracks & Trails	UNITED STATES	Met with Mary at GWS2022 Reno. They've gone from not selling Glacier National Park in 2010 to it being one of their top national parks in 2022. All RV vacations, they are not preformed, just itineraries and get them camping spots in the parks from 8 to 13 nights long. For Montana, they start in Billings or Bozeman go through Helena and into the east side of GNP. In GNP are selling into Fish Creek, St. Mary and are excited that Apgar can now be reserved. Since most depart via plane, she is looking for lodging options in Missoula that have adjoining suites since usually it's a family of 4 or 5 ppl. I will follow up with options, but GC partners are welcome to contact Mary with your lodging availability and rates.	2022 GWS Reno
Creative Tours	UNITED STATES	Met with Michael at GWS2022 Reno. They specialize in UK groups traveling to the western US, as well as student/senior groups from Florida. Michael says domestic is good but international is slow to return. 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 Michael can email him at creativetoursflorida@yahoo.com.	2022 GWS Reno
Discover North America	UNITED KINGDOM	Met with Alain at GWS2022 Reno. They are keeping in contact with clients as we see light at the end of the tunnel and 2022 is looking good. They are working on a contract with CamperVan to offer RV tours in the states. After GWS he is spending time in California. We talked about our rural corridors and natural settings. They have dedicated to selling the GAW region and have spent a great amount of time traveling the area. 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 GWS Reno
Sports Leisure Vacations	UNITED STATES	Met with Scott at GWS2022 Reno. Sport Leisure Vacations specializes in tour packages that offer unique attractions and hotels and off the beaten track destinations. Primarily senior adults that are seasoned travelers who expect above average service. I've been working this tour operator for years and it's always a hit or miss between Mark at NTA and Scott at GWS. At NTA Mark says he wants a September tour. When I get to GWS Scott says he's been here during a fire and it was miserable and now he is gun-shy about booking in September. He however thinks winter would be a great idea. Sleigh rides, cowboy poet, Bigfork theatre or Whitefish theatre. I've offered great 3 or 4 day Christmas getaway and suggested Bigfork, theater, dinner, shopping so I will pull those emails and send them again to both Scott and Mark. No specific follow up needed from GC partners, but if they book, they will expect excellent service from our workforce.	2022 GWS Reno
Bonotel Exclusive Travel	UNITED STATES	Met with Brad at GWS2022 Reno. 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 informed me that they have the contract with Capital One as their booking platform for 4/5 star properties. He asked for a lodging list from me, but with 8 counties, I will follow up with ones that fit the bill for them. If you are a luxury property (lodging only) and would like to work with a international inbound (receptive), contact Bradfor.Namaste@bonotel.com	2022 GWS Reno

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BnBerry	UNITED STATES	Met with Charles at GWS2022 Reno. BnBerry is a distribution channel, designed for hotels and resorts to maximize the utilization of available inventory through lodging marketplace platforms. They have dynamic connections now with Synexis Travel Click and others. Based in Miami, established in 2011 offering accommodations all over the United States and Caribbean. BnBerry is a commission based company wanting to help properties drive and manage sales through online hospitality marketplaces all over the world: from big international platforms like Airbnb, VRBO, Homeaway and Flipkey to smaller local ones. Might be good for shoulder season business as they can provide 100 million eyes a month. He would like to offer a class at our summit and provide information on how to tap into their platform. GC partners can feel free to contact Charles for more information to be listed on his accommodations platforms.	2022 GWS Reno
Vacations to America	UNITED KINGDOM	Met with Richard at GWS2022 Reno. They are a UK operator arranging tailor made holidays to the US. They love accommodations like B&B's, character hotels, deluxe resorts. They feature itineraries for fly-drive, train, escorted tours, RV and cruises. MT is a fairly new destination for them. ages 45-65, active clients. Prefers not to use chain hotels. Expressed interest in properties in Whitefish and surrounding area. Boutique hotels, small properties and immersive experiences. Talked to him about Roam Beyond, Clydesdale Outpost, BaseGlamp, Wren, AC, Firebrand. GC properties interested in offering inventory, should reach out to Richard.	2022 GWS Reno
Scenic-roads	UNITED STATES	Met with Emmanuelle at GWS2022 Reno. They offer tours for French clients. Currently focused on the end of 2022 and 2023. She is in Las Vegas and has spent the last year driving and seeing the states around her. She also did a FAM to Texas. We talked about the new direct flights and that Southwest is flying into Bozeman from Las Vegas and Denver. We talked about the new unique offerings of geodomes and Roam Beyond. She remembered my blogs about slow travel and student travel and reads them all religiously. Have many clients coming to West Yellowstone for YNP, some to GNP. Wants to add more locations in MT. Groups of 40 ppl and fly drives from DEN. Also want to offer smaller group tours. Interested in nature (Reds, Sun Tours, Glacier Guides), ranches (Bar W, Rich Ranch, Paws Up, Triple Creek), horseback riding and talked llama trekking. She wanted to know about the vehicle reservation system and how it effected groups. GC partners and follow up with Emmanuelle.	2022 GWS Reno
Rocky Mountain Holiday Tours	UNITED STATES	Met with Hideki at GWS2022 Reno. 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 the 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. This year they have offered their expertise to the domestic traveler since there are no international travelers to work with during the pandemic. Chris is the owner and has spent time in our region on FAM tours and invited to talk at educational sessions. Hideki and I talked about the new hotels in the region. AC and Wren going in Missoula. We also talked about my introduction via email to Clark Farm Silos, Clydesdale Outpost and Roam Beyond and BaseGlamp. We are working through the vehicle reservation system with GNP. Tough deal for international visitors who book way in advance to not know if they have a ticket in until 120 days out. Requesting a 3rd party access to companies like RMHTours. ALL GLACIER COUNTRY PARTNERS THAT WANT TO ATTRACT MORE INTERNATIONAL VISITORS OR WORK IN THE INTERNATIONAL ARENA NEED TO FOLLOW UP WITH Hideki or Chris@RMHTours.com They are the experts in the Rocky Mountain region.	2022 GWS Reno
Western Pleasure Tours	UNITED STATES	Met with Tish at GWS2022 Reno. Tish used to work for Brilliant Edventures but since covid has opened her own tour company in Idaho. We are working with Tish to host NW Spotlight in Missoula in 2023. Aerionna along with DM are attending Spotlight in Rapid City in April to see how it's run and what we can do to enhance it for 2023. Tish wanted to talk about a 3 day FAM prior or post the conference. We discussed Bozeman, Helena, Butte to Missoula. She discussed Idaho to Missoula, but hope we can keep it in Montana. Will have more discussions this spring and into next year. No specific follow up from GC partners at this time.	2022 GWS Reno
Globus Family of Brands - Globus, Cosmos, Monograms, Avalon	UNITED STATES	Met with Philip at GWS2022 Reno. They specialize in escorted group tours. This is such a big company with so many different levels of service and different company programs. The end of 2021 and the beginning of 2022 has been great. He is the hotel contractor for west US and Canada. Border crossing was a challenge and our area is connected with the Alberta itinerary. He says that the 11 departures before clients go on an Alaskan cruise were selling VERY well so hopes when cruising returns these will too. We chatted about the new AC and Wren but that I didn't have any new hotels in Flathead, just unique properties that are new. He said Angie has moved into contracting for the east coast. All GC partners if you want to expose your business to the group tour market. Follow up with Philip.	2022 GWS Reno

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Destination America	UNITED STATES	Met with Maritza GWS 2022 Reno. DA designs operates and delivers group motor coach tours that showcase the best destinations in North, Central and South America. They had 10 departures to Montana in the summer and they are running smoothly until 2020/pandemic. They are offering a new make travel matter experience to their tours, things that enhance people, planet or wildlife. They are working with Yellowstone Forever for example. Also a Be My Guest experiences that welcome people into their homes for a meal component or experience that they do on a daily basis...agritourism, etc. We talked lavender farms, dairies, indigi-kitchen, Iron Sheilds Creative, Glacier Institute . They are always looking for new partners, destinations and unique offerings and best in class accommodations. All GC partners that have options for their tours can contact Maritza.	2022 GWS Reno
National Park Express	UNITED STATES	Met David at GWS2022 Reno. They are a receptive tour operator working with hotels, tours, attractions and activities. Currently in the SW but looking to expand to other destinations. Their clients have been from ASIA, but since that They have another brand called Travel USA Express which is heavily devoted to the western USA. All FIT and direct to consumer. We chatted about rural corridors, GNP (reds, Sun Tours, GPBC, SMO) Whitefish, Kalispell, Flathead Lake, Missoula, Seeley and Bitterroot. He wants help with intro to partners that have unique properties and need shoulder season business. GC partners can reach out to David.	2022 GWS Reno
Vacations By Rail	UNITED STATES	Met with David Schofield at GWS2022 Reno. Great Rail Journeys is part of Vacations by Rail. I told them that I had met with Kristine at ABA and knew about the winter trip to Whitefish. Tours are running well, but they can't get lodging in GNP and are looking at Whitefish instead. He wanted May and October suggestions for activities in Whitefish to fill out those itineraries. I will send over suggestions. All GC partners in and around Whitefish can reach out to David.	2022 GWS Reno
Amtours	GUATEMALA	Met with Ana at GWS2022 Reno. Amtours is a wholesale tour operator out of Guatemala. She was on a fact finding mission for Montana. Currently they sell to CA, FL, NY, DC, Chicago and Las Vegas. We talked travel June - October, GNP, reds, GPBC, SMO, rafting, hiking. Whitefish, Flathead Lake, Kalispell, Bison Range, Missoula, and Bitterroot Valley. Seasons to travel, weather. No specific follow up needed at this time.	2022 GWS Reno
GetYourGuide	GERMANY	Met with Jourdan and Seth at GWS2022 Reno. My friend Kate at GetYourGuide has been promoted and these two report to her. Kate and I share the same birth day (May 21) She told them this and they brought it up in the meeting. GYG is the premier site to book experiences across the globe. Since 2009, they have gained the trust of millions of travelers and established themselves as the authority in unique and unmissable things to do. They show travelers the best of destination: whether it's skipping the line to the top of the Eiffel Tower, taking a traditional cooking class in Rome, or discovering Amsterdam by bike. Together with top-rated ACTIVITY partners and 24/7 customer service, they guarantee that everything from booking to day-of details is easy, fun, and incredible. They do not charge a fee, just a commission once the booking happens (negotiable 10 to 20% in our region). They are tops in Europe right now but will probably be breaking into other markets and will compete with Viator and Expedia. In Germany they are searched more than Google. They are focused on developing the mountain west and want tour and attractions and since coming into the market Rocky Mountain West landing page views are up. In 2020, 21,000 buyers visited the Montana page with 500 bookings. They offer information in 18 different languages. They are are a REALLY GOOD and EXPANDING company. All GC tours and attractions that want to be offered on their website can contact Jourdan at jourdan.weiks@getyourguide.com	2022 GWS Reno
Mexjal de Occidente	MEXICO	Met with Denisse at GWS2022 Reno. They are a wholesaler of travel, located in Guadalajara offering personalized services: hotels, flights, travel insurance, rental companies, tours among other services. They are all FIT, families, couples. She was very specific that she wants a receptive contract with Paws Up. I will forward the lead. No further follow up is needed.	2022 GWS Reno
Wedell Travel	ARGENTINA	Met with Frederico at GWS2022 Reno. Wedell Travel was founded in 2008 as a tour operator focused on small group tours with handcrafted programs from Buenos Aires, Argentina. Last year after IPW in Las Vegas he visited GNP. He loved Moose's Saloon, Western Outfitters and all the boots, was in Missoula during a Griz game and was blown away by the fans and the Griz gear worn throughout the city. He is planning a tour in August 2023, 20 ppl, all probably 50 years old + and mostly women. He is planning to fly in and out of Seattle but will hit 3 national parks, Glacier, Yellowstone and Grand Tetons. I will follow up and see if he need any itinerary help. GC partners can follow up with Fred, super nice guy.	2022 GWS Reno

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Tripod Vacations	UNITED STATES	Met with Christine at GWS2022 Reno. They are a California based tour operator and travel agency that specializes in boomer and senior travel in the US. Family owned and operated. They like to include historical, cultural and culinary segments in each tour. Their clients don't want to travel too far. She is seeking itineraries in the west and has not offered Montana before. We discussed GNP, reds, Sun Tours, GPBC, Whitefish, WMR, Kalispell history museums, Missoula cultural offerings. She wants me to follow up with itineraries. GC partners can follow up with Christine at caltraveler@gmail.com	2022 GWS Reno
Meeting Point North America	UNITED STATES	Met with Ivar at GWS2022 Reno. Meeting Point North America is a full service receptive tour operator offering a range of products in USA and Canada including FIT looking for hotels, attractions, fly/drive itineraries, incentive and leisure groups and motorcoach departures. He was at GWS to pitch their You Travel brand. They want to offer a 2 or 3 week sale for different destinations around the US. Mostly city focused, that get a 4/5 on Trip Advisor. Utilizing 3.5 to 4 and 5 star lodging and include unique attractions. I'm not sure we are the best for this product, will have to think about it.	2022 GWS Reno
Baumeler Reisen AG	SWITZERLAND	Met with Herbert at GWS2022 Reno - Herbie used to work for M-Travel Switzerland and attended a GWS post-FAM in 2011 where he developed an Empire Builder train tour since train travel is so utilized by the Swiss. However, Amtrak is very difficult to work with. With this new company he wants a road trip between YNP and GNP. He wants to focus on the small places in between the parks. I said "spaces in between the places" and he loved it. I will send him our itineraries. He asked about Marlee.	2022 GWS Reno
Western Leisure Inc.	UNITED STATES	Met with Rebecca at GWS2022 Reno. Learned that Western Leisure is no longer part of TAP. Seems that with staff changes it was not viable anymore. However, they are still running tour into our area staying in Kalispell. Looking for dinner options, farm to table, would even be open to dining at golf courses. I will follow up with restaurant suggestions. Partners interested in reaching out to Rebecca can do so at rebecca@westernleisure.com.	2022 GWS Reno
Travalco USA Inc	UNITED STATES	Met with Siggie at GWS2022 Reno. Travalco chooses to be an exclusive B2B company. They enjoy partnerships with leading Tour Operators from 56 countries which ensures a healthy business mix and valuable year-around production. They are looking for more options in Whitefish and Kalispell specifically, small lodges, unique lodging, Bed & Breakfast and Ranch stays. December - March is their booking season so GC lodging partners can keep that in mind should they utilize Travalco to sell their rooms. They need to offer a 25% commission. Contact Siggie at siggie@travalco.com	2022 GWS Reno
G2 Travel USA Ltd.	UNITED STATES	Met with Hylton at GWS2022 Reno. Hylton used to work for GTA then moved to Mark Travel and now is at G2. G2 Travel is a huge global company. G2 Travel North America specializes in inbound travelers. Hylton represents Western North America. He says they don't currently have anything in the western part of Montana but he does want to keep an eye on what's happening and what's new. He is looking to work with lodging partners that offer static contracts. All GC partners that want to offer room inventory can email Hylton.Fothergill@g2-travel.com.	2022 GWS Reno
Teamamerica	UNITED STATES	Met with Cathaline at GWS2022 Reno. Team America was founded in 1997 as a full service Receptive Tour Operator with offices in New York, Miami Beach, and Los Angeles offering extensive allotments of rooms online for all major cities in the United States, Canada, Caribbean Islands, and South America. Their elite line specializes in the luxury travel segment and also offer unique multilingual concierge services to clients while in the destinations. The escorted tours part of TeamAmerica mainly focuses on the west coast in our region. I familiarized her with our area and they are hoping to include Montana for next year. GC partners can contact Cathaline directly with offerings.	2022 GWS 2022
Horizon Travel Group	UNITED STATES	Met with Leah at GWS2022 Reno. They are a small Chinese inbound tour operator. They usually have between 2 to 8 people for a more intimate experience. She feels China inbound will be back in 2023 and will want adventure. 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.	2022 GWS Reno

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Perutips	PERU	Met with Mariella at GWS2022 Reno. They are an international travel and tour agency our of Lim Peru. She is at Go West to find new experiences for her clients post-pandemic. She hears so much about the US national parks. We discussed GNP, Blackfoot/Flathead Reservations, Whitefish, Kalispell, Missoula cultural and historical aspects. She is asking for photos so I will send her a link to our photo library. No follow up is needed from GC partners at this time.	2022 GWS Reno
Tour America	UNITED STATES	Met with Jennifer at GWS2022 Reno. They are located in Los Angels and specialize in inbound from SE Asia, Japan, Hong Kong etc. They are group based and full motorcoaches. They also deal some in corporate incentive. They have not seen a lot in the last 2 years since SE Asia has been their focus but is hoping to see some movement with groups and MICE soon. We talked about our new itineraries and she would like me to send the MT/ID and Alberta itineraries to her. No specific follow up from GC partners needed.	2022 GWS Reno
Intrepid Group Pty Ltd	AUSTRALIA	Met with Danielle at GWS2022 Reno. Responsible travel has always been at the core of what we do. Travelling with us means not just better trips for you, it's better for local communities, better for wildlife and better for the planet. They focus on small groups (12 guests) that want to deal in stewardship of the place they visit. They want to support BIPOC businesses. She knew about a lot of our partners already but mentioned wanting an introduction to Glacier Institute, Whitefish Outfitters & Tours, Iron Shield Creative, Roam Beyond, Glacier Guides Lodge etc. Interested in those that have the same sustainable philosophy. All GC partners can contact danielle.suarez@intrepidtravel.com if they have a volunteer or stewardship opportunity.	2022 GWS Reno