



## Report: Trade Show Contacts

Created By: Debbie Picard  
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Category: All Categories  
Contact Tags: 2023 IITA - San Diego

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<b>Contact Name</b>	<a href="#">Ivar Hottentot</a>	<b>Address</b>	5787 Vineland Road Suite 202
<b>Title</b>			Orlando, FL 329819 UNITED STATES
<b>Account</b>	Meeting Point North America	<b>Phone</b>	
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	ivar.hottentot@meetingpointnorthamerica.com

<b>Date</b>	<b>Regarding</b>
02/23/2023	Met with Ivar at IITA San Diego. 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, but says the domestic side had kept them afloat during COVID, international is coming back.

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<b>Contact Name</b>	<a href="#">Misha Jovanovic</a>	<b>Address</b>	Navajo Station PO Box 19757
<b>Title</b>	Owner/General Manager		San Diego, 92159-0757 United States
<b>Account</b>	Misha Tours	<b>Phone</b>	619.588.4644
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	misha@mishatours.com

<b>Date</b>	<b>Regarding</b>
02/23/2023	Met with Misha Jovanovic at IITA 2023 San Diego - Misha works with group leaders exclusively who then work with senior groups. He puts together custom tours according to what the group leaders request. National Parks are popular and Yellowstone and Glacier NP are the two most popular with his clients. He knows our region, stayed at Grouse Mtn Lodge the year it opened in the early 1980s. No Montana trips planned for now, but appreciated the meet and greet.

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**Contact Name** [Annie Marie Correa](#) **Address**  
**Title** CEO Orlando, FL  
UNITED STATES

**Account** Onstage Academy by Aloha of America **Phone**  
**Note Title** 2023 IITA - San Diego **Email** annie@alohaofamerica.com

**Date** **Regarding**  
02/23/2023 Met with Annie and Jessica at IITA 2023 San Diego. They bring MICE groups to the US mainly from Latin America. She said they had some cattle ranchers that would be interested in our area. I will follow up from the meet and greet.

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**Contact Name** [Brandon Brandon](#) **Address** 741 Atlantic Ave  
**Title** Long Beach, CA 90813  
UNITED STATES

**Account** Onward **Phone**  
**Note Title** 2023 IITA - San Diego **Email** Brandon@onwardgroups.com

**Date** **Regarding**  
02/23/2023 Met with Brandon at IITA 2023 San Diego. He works with groups and specifically sports groups, college athletics. UK inbound. He knows Corey Weathers and has ties to Roam Beyond. Will follow up from the meet and greet.

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**Contact Name** [Mark Ryan](#) **Address** 15 Cliff Street, Suite 248  
**Title** Regional Director New York, NY 10038  
UNITED STATES

**Account** OTS Globe **Phone** 929.243.0153  
**Note Title** 2023 IITA - San Diego **Email** mark.ryan@otsglobe.com

**Date** **Regarding**  
02/23/2023 Met with Mark at IITA 2023 San Diego. Very nice guy. Had been to Gardner before. Was honest in telling me they do not sell our area, east coast primarily. They are hoping to expand out west next year, but will work with the larger destinations before MT. No follow up needed.

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**Contact Name** [Graziella Hoelzel](#) **Address** 2 Bridge Plaza, Unit 1  
**Title** Director of International Sales Atlantic Beach, NY 11509  
UNITED STATES

**Account** RMP Travel **Phone** 212.581.8051  
**Note Title** 2023 IITA - San Diego **Email** operations@rmptvl.com

**Date** **Regarding**

02/23/2023 Met with Graziella at IITA 2023 San Diego. All of their inbound is custom. She wanted information about hotels around Glacier National Park (Pursuit) along with images and video. Didn't have much for our region. I will follow up.

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<b>Contact Name</b>	<a href="#">Chris Pilley</a>	<b>Address</b>	PO Box 2063
<b>Title</b>	Owner		Fort Collins, CO 80522
			UNITED STATES
<b>Account</b>	Rocky Mountain Holiday Tours	<b>Phone</b>	970.482.5813
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	chris@RMHTours.com

**Date**      **Regarding**  
02/23/2023 Met with Chris at IITA 2023 San Diego. 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. 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.

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<b>Contact Name</b>	<a href="#">Peio Cuevas</a>	<b>Address</b>	1270 Broadway, Suite 1108
<b>Title</b>	VP Operations		New York, NY 10001
			UNITED STATES
<b>Account</b>	See USA Tours	<b>Phone</b>	212.944.0906
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	peio.cuevas@seeusatours.com

**Date**      **Regarding**  
02/23/2023 Met with Peio at IITA 2023 San Diego. He will be in the region in June. We talked about biking the GTSR and I will follow up with information about spring in Western Montana.

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<b>Contact Name</b>	<a href="#">Jason Murray</a>	<b>Address</b>	382 E. 650 S. Circle
<b>Title</b>			Cedar City, UT 84720
			UNITED STATES
<b>Account</b>	Southwest Adventure Tours LLC	<b>Phone</b>	435.590.5864
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	jason@southwestadventuretours.com

**Date**      **Regarding**  
02/23/2023 Met with Jason IITA 2023 San Diego. They specialize in small group business, 15 people or less. Tours are all done in Mercedes Sprinter Vans. They have multiple tours throughout the summer July 9 - August. He says they can access the entrances without vehicle reservations per the park. I will get more information on that at Go West Summit. Good news is that they used to fly into and out of Spokane, but have switched to Missoula. Great receptive tour operator for GC partners.

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<b>Contact Name</b>	<a href="#">Robin Sammartino</a>	<b>Address</b>	33 West 46th Street New York, NY 10036 UNITED STATES
<b>Title</b>			
<b>Account</b>	Teamamerica	<b>Phone</b>	
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	robin@teamamericany.com

**Date**      **Regarding**  
02/23/2023      Met with Robin at IITA 2023 San Diego. TeamAmerica is a full service receptive tour operator with offices in NY, Miami, Los Angeles. They offer extensive allotments of rooms online for all major cities in the US, Canada, Caribbean and South America. They have an elite line that specializes in the luxury travel segment especially in the Italian market. GC lodging partners can contact Robin about putting up a static rate allotment of rooms for them to sell. robin@teamamericany.com

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<b>Contact Name</b>	<a href="#">Gloria Lan</a>	<b>Address</b>	800 Wilshire Blvd, Suite 808 Los Angeles, CA 90017 UNITED STATES
<b>Title</b>	President		
<b>Account</b>	Tour America	<b>Phone</b>	213.683.1188
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	gloria_lan@touramerica.us.com

**Date**      **Regarding**  
02/23/2023      Met with Gloria at IITA 2023 San Diego. They are located in Los Angeles and specialize in inbound from SE Asia, Japan, Hong Kong etc. They are group based and full motor coaches. They also deal some in corporate incentive. She said she has looked into adding Montana to her list of destinations to sell, but right now it is too expensive. No follow up needed.

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<b>Contact Name</b>	<a href="#">Julie Katz</a>	<b>Address</b>	132 Boylston St. 4th Floor Boston, MA 02116 UNITED STATES
<b>Title</b>	Managing Director		
<b>Account</b>	TourMappers North America	<b>Phone</b>	617.236.1236
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	julie@tourmappers.com

**Date**      **Regarding**  
02/23/2023      Met with Julie at IITA 2023 San Diego. They are looking for products that have character to the destination. They don't want to compete for large city business so our region is perfect. Boutique, independent and/or resorts are their first choice of products. When those are not available we will consider flagged properties (3+Star) for our FIT Program. UK and Germany are their top markets. Have both groups and FIT depts. Discussed cottages and boutique inns, independent properties.

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<b>Contact Name</b>	<a href="#">Marc Antonne Torgane</a>	<b>Address</b>	12000 Biscayne Boulevard Suite 600
<b>Title</b>	Account manager groups		North Miami, FL 33181 UNITED STATES
<b>Account</b>	Travalco USA Inc	<b>Phone</b>	305.866.5555
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	marc@travalco.com

**Date**      **Regarding**  
02/23/2023      Met with Marc at IITA 2023 San Diego. 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 Bed & Breakfast and Ranch stays. December - March is their booking season so time if of the essence for those that would like to sell their rooms. They need to offer a 25% commission. Marc also wants our motorcycle itinerary. I will follow up.

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<b>Contact Name</b>	<a href="#">Robert Miller</a>	<b>Address</b>	720 Monroe Street, Suite E507
<b>Title</b>			Hoboken, NJ 07030 UNITED STATES
<b>Account</b>	TravelAdvocates	<b>Phone</b>	201.222.1990
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	robert@traveladvocates.com

**Date**      **Regarding**  
02/23/2023      Met with Robert at IITA 2023 San Diego. They are a 3rd party group hotel reseller. As long as the group is larger than 8 or more rooms. They work with tour operators, meetings, sports groups and are mainly in the larger cities and work with the larger branded hotels. They negotiate rates, meeting space etc. They currently work with Hampton in Whitefish. Wanted to stay apprised of the Charles Hotel in Kalispell. Will follow up with a link to our itineraries for groups of 25 and up. No follow up is needed from GC partners at this time.

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<b>Contact Name</b>	<a href="#">David Huang</a>	<b>Address</b>	3525 W. Hacienda
<b>Title</b>	President		Las Vegas, NV 89118 UNITED STATES
<b>Account</b>	National Park Express	<b>Phone</b>	702.948.4190
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	dhuang@chdestination.com

**Date**      **Regarding**  
02/23/2023      Met with David at IITA 2023 San Diego. 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 and was taken offline due to COVID. Not in our area. All FIT and direct to consumer. No follow up needed.

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**Contact Name** [Karin Omojola](#) **Address** 6053 West Century Boulevard  
L.A. International Airport  
**Title** Los Angeles, CA 90045-0000  
UNITED STATES  
**Account** American Tours International, LLC **Phone** 310 - 590-4243  
**Note Title** 2023 IITA - San Diego **Email** karin\_omojola@americantours.com

**Date** **Regarding**  
02/23/2023 Met with Karin at IITA 2023 San Diego. I've worked with Nimfa for years, but with the pandemic she had been furloughed. ATI is the largest Visit USA receptive tour operator. They currently do FIT/ family drive tours in our area. Karin is focused on their Drive America focused on domestic itineraries for travel agents. ATI packages hotel, car, and activities, typically 7-14 day trips. They usually customized to suit clients from the suggested itineraries in their tariff, including the "Best of the West" and "Grand MT". They do a combo of basic hotels and ranches. She would like an invitation to International Roundup. Any lodging partner of GC that wants to work with a large receptive can reach out to ATI.

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**Contact Name** [Gisa Kusserow-Hanson](#) **Address** 1020 Jodi Ridge Ct  
**Title** Kissimmee, FL 34747  
UNITED STATES  
**Account** AlliedNewWorld **Phone**  
**Note Title** 2023 IITA - San Diego **Email** gisa-hanson@alliednewworld.com

**Date** **Regarding**  
02/23/2023 Met with Gisa at IITA 2023 San Diego. They've combined AlliedTPro and New World as 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.

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**Contact Name** [Marita Ross](#) **Address** PO Box 2214  
**Title** Director of Business Development Fullerton, CA 92837-2214  
UNITED STATES  
**Account** America 4 You LLC **Phone**  
**Note Title** 2023 IITA - San Diego **Email** info@america4you.net

**Date** **Regarding**  
02/23/2023 Met with Marita at IITA 2023 San Diego. They are one of 2 official RMI International Inbound receptive tour operators and sell soft adventure travel including ranch vacations, National Park adventures, city programs, Native Indian culture, winter vacations and flexible self drive itineraries. They work with over 40 European Operators and Australia, however they specialize in the German Market. They focus on unique properties and destinations. They try to strive to know the region really well. Member partners that are looking to contract with a receptive tour operator to reach the German market can contact Lena or Marita@america4you.net

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<b>Contact Name</b>	<a href="#">Dean Fournier</a>	<b>Address</b>	3112 Wisteria Lane
<b>Title</b>	President		Bloomington, IL 61704
			UNITED STATES
<b>Account</b>	American Incoming	<b>Phone</b>	617.335.4883
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	deanfo@aol.com

**Date**      **Regarding**  
02/23/2023      Met with Dean at IITA 2023 San Diego. American Incoming specializes in leisure and business group travel to the US and Canada. Or as he stated "old people on buses" but mostly the French. They fly into and out of LA. He didn't think he would have anything for us, but knows where to reach out if he needs any help. No follow up needed.

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<b>Contact Name</b>	<a href="#">Elliott Calloway</a>	<b>Address</b>	3773 Howard Hughes Parkway #390N
<b>Title</b>			Las Vegas, NV 89169
			UNITED STATES
<b>Account</b>	Bonotel Exclusive Travel	<b>Phone</b>	
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	

**Date**      **Regarding**  
02/23/2023      Met with Elliot at IITA 2023 San Diego. 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. UK, Germany and Australia are top markets for them. Luxury property (lodging only) that would like to work with a international inbound (receptive), contact [elliott@bonotel.com](mailto:elliott@bonotel.com)

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<b>Contact Name</b>	<a href="#">Sreenivas Govindappa</a>	<b>Address</b>	
<b>Title</b>			Atlanta, GA
			UNITED STATES
<b>Account</b>	Discover Destinations	<b>Phone</b>	
<b>Note Title</b>	2023 IITA - San Diego	<b>Email</b>	sreenivas@discover-destinations.com

**Date**      **Regarding**  
02/23/2023      Met with Sreenivas at IITA 2023 San Diego. Has never been to Montana, but it's on the bucket list. They are an inbound operator for mainly India, UK, Middle East and South America. Would like an itinerary for 3/4 days in Montana but with WY/ID too. Will follow up.

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**Contact Name** [Viviane Jurgensen](#) **Address** 9882 Broadway, Unit 9  
**Title** Anaheim, CA 92804  
UNITED STATES  
**Account** Dream Vacation Builders **Phone** 714.462.9200  
**Note Title** 2023 IITA - San Diego **Email** viviane.jurgensen@dvbcalifornia.com

**Date** **Regarding**  
02/23/2023 Met with Viviane at IITA 2023 San Diego. They are an inbound tour operator for mainly Mexico and focus on California, NY and larger cities. She did say they do have some requests for National Parks, but I think it's a long shot to work with them. No follow up needed.

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**Contact Name** [Alfonso Hernandez](#) **Address** 1050 Kettner Blvd  
**Title** San Diego, CA 92101  
UNITED STATES  
**Account** Five Star Tours **Phone**  
**Note Title** 2023 IITA - San Diego **Email**

**Date** **Regarding**  
02/23/2023 Met with Alfonso at IITA 2023 San Diego. They specialize in international group transportation and tour services for all types of groups and individuals and continue to expand and provide charter bus service in San Diego, Southern California, and Mexico. With their diverse fleet of charter buses, they can accommodate any size group and provide accommodations, tour itineraries and attractions for all West Coast destinations. After talking with Alfonso, it wasn't a good match because they are concentrating on California and not our direction. No follow up is needed.

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