



Prepared On: 03/22/2023
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INTERNATIONAL TRADE SHOW REPORT

Company Name	Company Country	Notes from Show	Show
N.A.R. LTD	UNITED KINGDOM	Met with Peter at GWS23 Anchorage. Last 40 years as a receptive tour operator, specializing in US, Mexico, and Canada. NAR operates a number of brands. Travel Trade Tickets and Tours has rebranded as Attraction Ticket Store and their main competition is GetYourGuide (who had 4 representatives at GWS and made him roll his eyes like how to compete). Peter worked with Trailways for year and they have offices in Florida and UK. He has a home in the South of France, wife is in Florida. (not sure, but wife might be Josee Desrochers from Travel House of America, as he referred to her several times). While he is familiar with the area and brought a group through for the Square Dance competition years ago wants updates. He said Stewart will be at all US shows next year as he is 75. GC partners can reach out to Peter with information on how to get their attractions listed on his website.	2023 GWS Anchorage
Travel Gallery Co., Ltd	JAPAN	Met with Yasuhiro at GWS23 Anchorage. Travel Gallery Co is a tour operator providing travel to the USA from Japan. They opened an office in Las Angeles to help promote visitation to the US. She said it is very expensive to come to the GAW are right now. She also said that the Japanese are willing to try different foods, but still prefer Japanese restaurants. They like the idea of a YNP/GNP/Yosemite itinerary. She asked if we could provide Japanese speaking translators and hiking guides. I will check with the University. Also lodging in Missoula as they plan to travel between YNP and GNP. It sounds like they book direct, Missoula lodging partners can follow up with Yasuhiro. They also help with MICE needs in the US from Japan.	2023 GWS Anchorage
Creative Tours	UNITED STATES	Met with Michael at GWS23 Anchorage. 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 picking up. They offer ski tours in winter. They have a group coming in September 2023 for a 12 day SLC, Yellowstone, Glacier trip. Also, Michael will be at Spotlight in Missoula in April to learn more about our offerings. GC partner members that would like to follow up with Michael can email him at creativetoursflorida@yahoo.com.	2023 GWS Anchorage
Travel House of America	UNITED STATES	Met with Josee at GWS23 Anchorage. Travel House of America is a receptive operator based in Florida. They work with some of the biggest name operators and also offer specialized packages. They worked with a square dance group that attended the national convention in Spokane and then went on a 23 day tour. Kalispell was a stop on their tour and is familiar with Glacier National Park. She loves Glacier Country and asked for itineraries and high res photos. I will follow up with those requests. No particular follow up at this time needed from GC partners.	2023 GWS Anchorage
Southwest Adventure Tours LLC	UNITED STATES	Met with Jason GWS23 Anchorage. I had just met with Jason at IITA, in San Diego, but it was only a 5 minute appointment. 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 allowances for road based tours. Just can't take them on GTSR, use the park concessionaires for that. He wants information on lodging in East Glacier (Mountain Pine Motel) and Iron Shield Creative. Good news is that they used to fly into and out of Spokane, but have switched to Missoula and start and end out of Missoula great pricing and bigger jets and more availability. Is thinking of applying for a special use permit and doing photography tours to get to take people on the GTSR. Great receptive tour operator for GC partners.	2023 GWS Anchorage
Sports Leisure Vacations	UNITED STATES	Met with Scott at GWS23 Anchorage. 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. Aerionna had him out for a holiday preview tour in December 2022 and he loved it. He is putting it into their May preview for clients. December 14 - 18 are the dates. He liked Trego, but thinks Bar W would be better and closer for a sleigh ride. Definitely doing The Stroll, will watch for performances. Wants to add a gondola ride up to the Summit House at WMR and is looking for a guide for snowshoeing in GNP. (Glacier Institute, Glacier Treks or Whitefish Outfitters). He thinks lunch at Izaak Walton Inn would be good too. Wants transportation out of Kalispell too. Worked with Karst before and too expensive. If GC partners have a great winter activity in December they want to propose let Aerionna know.	2023 GWS Anchorage
Destination America	UNITED STATES	Met with Christine at GWS23 Anchorage. DA designs operates and delivers group motor coach tours that showcase the best destinations in North, Central and South America. They have at least 10 departures to Montana in the summer. She just deals with hotel contracts. I met with Maritza who helps in product development and is working with Indigikitchen off our recommendation from last year. She listed off hotels she is working with including AC, Grouse, BW Grant Creek, BW Rocky Mountain Lodge, Holiday Inn Downtown, DoubleTree. She wanted any new hotel properties email over to her. GC properties great opportunity to contact Christine at christine.rodela@dest-amer.com for future bookings for their series into western Montana for group tours.	2023 GWS Anchorage
Audley Travel	UNITED KINGDOM	Met with Will at GWS23 Anchorage. Audley is the UK's leading tailor-made tour operator. They customize trips to the USA for discerning FIT clients who want to see more than the standard tourist sights. Clients are most frequently 55+, educated, professional and with a good level of disposable income. They are interested in wildlife, culture, history, food and wine, music and, above all, authentic experiences. A large proportion of their clients have traveled with Audley before or been recommended by somebody who has. They will not sell a destination until one of their product managers has been to the destination and checked it out for clients. We helped RMHTours who was helping Audley last year and they stayed at Grouse. He wants to make sure they have the knowledge of the region. Working with independents around Glacier as well. He would like to attend IRU and asked if I would put in a good word with Lisa Cooper. No specific follow up is needed with them at this time, clients book into our area through Rocky Mountain Holiday Tours.	2023 GWS Anchorage
Western Leisure Inc.	UNITED STATES	Met with Mayuko at GWS23 Anchorage. They are TAP members and sell guaranteed departures each year to Glacier Country. This was a disappointing meeting. She is having lodging issues with Pursuit who they have used for years and then has always used Glacier Raft Co and feels it's not the same since purchased by Pursuit. (too corporate) wants other raft companies to contact. Last year her clients were in an accident on one of the reds and never got a call back from Xanterra about it. Guests were stranded for 2 hours. She felt very frustrated with Montana and the customer service or lack of and has been a long time client. I will see if I can help bring some customer service back to her. GC partners that want to work with a truly respected tour operators can follow up with Mayuko mayuko@westernleisure.com and earn their business.	2023 GWS Anchorage

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New World Travel, Inc	UNITED STATES	Met with Sonia at GWS23 Anchorage. New World Travel is a full service receptive tour operator and has offices in New York, Miami and Los Angeles and provides comprehensive receptive services for destinations throughout the USA and Canada with complete FIT services featuring more than 3,000 hotels, fly/drive programs, customized group itineraries, incentive and special event planning. They are 70% FIT business, 30% group. She explained the partnership/merger with AlliedTPro will mostly affect the back end and that both companies will continue with their own brands. She is with the group department which does things differently. Any hotels wanting to contract for groups with New World can contact Sonia. Contactsonia.frey-barnes@newworldtravel	2023 GWS Anchorage
Scenic-roads	UNITED STATES	Met with Emmanuelle at GWS2023 Anchorage. They offer tours for French clients. She is in Las Vegas and spent the covid years driving and seeing the states around her. She had her first FIT coming into Glacier in June. I reminded her that the GTSR might not be open all the way over Logan Pass but said that biking is an amazing experience. She wanted more information on that for her clients. They are staying at Lake McDonald Lodge. I also said rafting would be amazing at that time as well. She remembered my blogs about slow travel and student travel and reads them all religiously. GC partners and follow up with Emmanuelle.	2023 GWS Anchorage
Vacations By Rail	UNITED STATES	Met with Kristine at GWS23 Anchorage. They started their new WINTER GNP tour in January 2023, Chicago to Whitefish, 2 nights in Whitefish. It scored very well with clients even though GNP GTTSR was closed for the winter. She wanted to discuss their premium experiences tours and how to include a guest ranch experience for 25 people/15 rooms. I will send information on Bar W and possibly Sept/Oct availability for FLL. She also wanted local coach companies, they us RM but not satisfied. Partners interested in working with Kristine may contact her at kristine@vacationsbyrail.com.	2023 GWS Anchorage
Globus Family of Brands - Globus, Cosmos, Monograms, Avalon	UNITED STATES	Met with Philip at GWS2023 Anchorage. They specialize in escorted group tours. Their volume is not up to 2019 yet, but getting much better. He says that all group needs in our area are going just fine. They stay at DoubleTree in Missoula and Grouse in Whitefish. This is such a big company with so many different levels of service and different company programs. He is the hotel contractor for west US and Canada and our area is connected with the Alberta itinerary. Alaskan cruise are back selling VERY well. We chatted about the new AC and Wren but he is happy with the hotels they are currently using. Sarah at the company contracts attractions and restaurants and she will reach out if she needs anything. 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.	2023 GWS Anchorage
NationsClassroom LLC	UNITED STATES	Met with Jennifer at GWS23 Anchorage. They are out of Richmond, VA, and run tours with high school students focused on National Parks. They hit 2019 numbers, so things are going really well. Coming to Western Montana and Glacier National Park in 2023. They are working closely with the Blackfeet Nation, and Glacier Institute. She did want more information on Iron Shields Creative and the UM Astrology and student programs. I mentioned the Bison Range and National Forest Service Museum for future tours to incorporate conservations. GC partners in the area can contact Jennifer.	2023 GWS Anchorage
Destination America	UNITED STATES	Met with Maritza GWS23 Anchorage. DA designs operates and delivers group motorcoach tours that showcase the best destinations in North, Central and South America. They have tours running June - September and have included Jack Gladstone at the Apgar Amphitheater for musical storytelling and Mariah at Indigikitchen for an authentic Blackfeet meal as part of their Be my Guest Experiences. (we recommend this to them last year in Reno). They are offering experiences to their tours, things that enhance people, planet or wildlife. 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. They are always looking for new partners, destinations and unique offerings and best in class accommodations. Maybe the Good Tour in Missoula? All GC partners that have options for their tours can contact Maritza.	2023 GWS Anchorage
National Park Express	UNITED STATES	Met David at GWS23 Anchorage. 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 clientele dried up 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.	2023 GWS Anchorage
Wedell Travel	ARGENTINA	Met with Frederico at GWS23 Anchorage. Wedell Travel was founded in 2008 as a tour operator focused on small group tours with handcrafted programs from Buenos Aires, Argentina. He visited GNP a couple of years ago. 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. He needs an overnight in Great Falls on the way to Helena and Yellowstone. I will follow up and see if he need any itinerary help. GC partners can follow up with Fred, super nice guy.	2023 GWS Anchorage
Meeting Point North America	UNITED STATES	Met with Ivar at GWS23 Anchorage. 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 Voyages Prive 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. They have 50 million members so great exposure. I'm not sure we are the best for this product when he mentioned partners really appreciate an international airport. Says the domestic side had kept them afloat during COVID, international is coming back strong. I might have a longer conversation with Kim about this and see if Big Sky is a fit? No specific follow up at this time.	2023 GWS Anchorage
Travalco USA Inc	UNITED STATES	Met with Siggie at GWS23 Anchorage. Travalco chooses to be an exclusive B2B receptive company. They enjoy partnerships with leading Tour Operators from 56 countries which ensures a healthy business mix and valuable year-around production. FIT to the Great American West is good, but rates are too high for motorcoaches. Clients can go to South Africa for 3 weeks for the price of one week in Montana. Would love an introduction to Clydesdale Outpost and BaseGlamp. December - March is their booking season so GC lodging partners can keep that in mind should they utilize Travalco contracting. Also, loves Yellowstone and would like the self-drive itinerary sent to her. Hotels need to offer a 25% commission. Contact Siggie at siggie@travalco.com	2023 GWS Anchorage
Horizon Travel Group	UNITED STATES	Met with Leah at GWS2022 Anchorage. They are a small Chinese inbound tour operator with offices in Utah and China. With Covid they had to focus on domestic and found a niche with eco-tourism. They founded Nomad Unlimited Adventure and a non-profit Wayfarer that focuses on replanting trees as part of their tour to become a more responsible world citizen. Recently they did a 5 country exchange and all went to Utah. Wondering if Montana would be a good fit and if places like the UM would participate in the education piece. I can make the connection and see. On the tour side, they usually have between 2 to 8 people for a more intimate experience. She feels China inbound will be back in 2023/24 and will want adventure. I will look at their websites and follow up appropriately. No specific follow up in needed at this time from GC partners.	2023 GWS Anchorage

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GetYourGuide	GERMANY	Met with Christina at GWS23 Anchorage. 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. Their branding in the US has increased immensely. They came on the scene just as COVID hit travel was a bit insane out west. They were making inroads but need more help. I think currently all they have is Glacier Raft Co and wants introduction to Glacier Guides and others. They offer information in 18 different languages. They are a REALLY GOOD and EXPANDING company. All GC tours and attractions that want to be offered on their website can contact Christina at christina.shamon@getyourguide.com ... Kate her boss and I share the same birth date.	2023 GWS Anchorage
TourMappers North America	UNITED STATES	Met with Julie at GWS23 Anchorage. After just meeting with her at IITA. They are contracted with Columbia Hospitality and will utilize The Wren in Missoula for our area. 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. They contract with Pursuit around the park but wanted Xanterra information for the reds. UK and Germany are their top markets. Have both groups and FIT depts. Discussed cottages and boutique inns, independent properties.	2023 GWS Anchorage
See USA Tours	UNITED STATES	Met with Peio at GWS23 in Anchorage after meeting with him at IITA 2023 San Diego. They are an inbound receptive and are new to the GAW area. He will be in the region in June. We talked about biking the GTSR more and he appreciated the information. We continued talks about Western Montana as he has never been. His clients are soft adventure seekers and we discussed all the things to do both guided and a few unguided. No specific information from GC Partners at this time, but if you are a lodging property looking to work with an other receptive, reach out to Peio.	2023 GWS Anchorage
National Park Express	UNITED STATES	Met with David at GWS23 Anchorage after meeting with him at IITA 2023 San Diego. At GWS he was sitting at "Choose a Destination LLC" table and I didn't know that he was not with that company. I was confused. It didn't make sense until I met with David Lusvardi with National Park Express. 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 COVID They have another brand called Travel USA Express which is heavily devoted to the western USA. Really wanting to expand in our area. All FIT and direct to consumer. I will help with direct follow up and put him in contact with partners as needed.	2023 GWS Anchorage
Dream Vacation Builders	UNITED STATES	Met with Viviane at GWS23 Anchorage. They are an inbound tour operator for mainly Mexico and Latin America and focus on California, NY and larger cities. She reiterated the same information she gave me at IITA, they do have some requests for National Parks, but I think it's a long shot to work with them. No follow up needed.	2023 GWS Anchorage
Intrepid Travel	AUSTRALIA	Met with Holly at GWS23 Anchorage. Responsible travel has always been at the core of what they do. Travelling means not just better trips for the visitor, 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 said tour in MT are going well and was actually their best selling product for 2022. She knew about a lot of our partners already but mentioned wanting an introduction to more. She said red buses were good, but may switch to Sun Tours but hasn't been able to reach them this winter. Glacier Institute (too expensive), Iron Shield Creative might be a great fit, Glacier Guides Lodge etc. She wanted information on biking the GTSR too. Interested in those that have the same sustainable philosophy. All GC partners can contact holly.miller@intrepidtravel.com if they have a volunteer or stewardship opportunity.	2023 GWS Anchorage
Journeys Across Canada	CANADA	Met with David at GWS23 Anchorage. They are an inbound DMC experienced company with 18 years of service. They are operating in Los Angeles, New York and Taipei, Taiwan. Providing customized trips and package tours in the USA for government delegations, summer camps, conventions, medical and leisure visits. Services also include meetings, special events, corporate anniversaries, and destination management. They mainly do group tours throughout the states and FIT in Canada and Alaska. He does have a Dutch group touring through Vancouver, Portland, Bend, Bozeman, Kalispell and then up to Calgary. Looking for a museum (Conrad Mansion) and accommodations. I will send him recommendations. GC partners can reach out too.	2023 GWS Anchorage
Mundo Ski	UNITED STATES	I met with Monica at GWS23 Anchorage. They are a wholesaler/receptive for the the Latin American markets and based in Denver and have been active for the last 6 years. They are interested in winter vacations, RV tours, National Parks, hiking, biking. Their business is 50/50 groups and FIT and they utilize RMHTours as well on the wholesale end. No specific follow up needed from GC partners at this time.	2023 GWS Anchorage
World2Meet	SPAIN	Met with Kelli at GWS23 Anchorage. World2Meet is a Spanish tour operator based in Palma. W2M is 100% owned by the Iberostar Hotel Group. They are currently expanding in the U.S. World2Meet has been contracting directly in the USA since 2017 with excellent results. Business is B2B and by expanding the commercial department they have become a global distributor. W2M services over 6,000 B2B clients worldwide. They are looking to expand their portfolio to west coast properties. She asked for introductions or list of hotels contacts. I will work with Kelli, no need for GC partners to reach out at this time.	2023 GWS Anchorage
UGOTravel	FRANCE	Met with Jacques at GWS23 Anchorage. Based in France, they are a tour operator dedicated to Chinese tourists and Franco-Chinese residents in France and are wanting to develop US destinations for clients and Chinese markets. They specialize in independent custom-made tours and self-driving tours. Besides FITs, they are focused on small groups between 10 and 20 people. The US is still a new destination and they need to learn more about it. Looking for 4 to 5-star accommodations, clients like nature and immersive activities. They usually stay an average of 6-10 nights. He wanted me to send him itineraries and photos. I will follow up, no need for GC partners to reach out at this time.	2023 GWS Anchorage
Art of Travel	GERMANY	Met with Christine at GWS23 Anchorage. They are a luxury travel company offering itineraries all over the world. We discussed our luxury offerings in Western Montana and she asked for itineraries. She was just fact finding so I will send her more information a possibly hook her up with Susanne our German rep.	2023 GWS Anchorage
Sunwave	GERMANY	Met with Ralph at GWS23 Anchorage. We did not have an appointment, but Ralph came up to the Montana booth and asked if we could meet to discuss Montana. They started as a ski tour operator and they have developed a singles travel package. He is interested in ranch stays for singles. I mentioned the 4/5 we have in Western Montana and said I would send him links. No additional need from GC partners at this time.	2023 GWS Anchorage

Company Name	Company Country	Notes from Show	Show
Gate 1 Travel	UNITED STATES	Met with Ashley at GWS23 Anchorage. They specialize in escorted tours, small group tours, family and FIT customized packages. They are seeking high quality, affordable travel for an moderate deluxe level of accommodations. They do incorporate GNP into their Canadian Rockies tour and drop down for 2 nights and end at GNP at St. Mary Lodge. One day spent in the park the other is spent in Kalispell visiting the Conrad and Hockaday. They are looking for a more cultural experience for seniors on the east side. Maybe ISC and Indigikitchen? Any GC partners surrounding GNP especially on the east side of the park wishing to contact Gate 1 can follow up.	2023 GWS Anchorage
Trota Tourism	UNITED STATES	Met with Ana at GWS23 Anchorage. They are an Inbound Operator based in Las Vegas focused in Mexican and LATAM Market, with more than 1,500 agencies in B2B portal. Providing product such as Hotel, Transportation, Attractions, Shows, Sports, Experiences. They help with whatever the needs are group, FIT, MICE, student, destination weddings. They are looking at the big cities right now and will want more of the rural destinations soon. They have 3,500 visitors to the US yearly. They hold a meeting once a year for US destinations to come and meet with their travel agencies. She did ask for images. No specific follow up from GC partners needed.	2023 GWS Anchorage
Momento Travel Services	AUSTRALIA	Met with Samantha at GWS23 Anchorage. They sell B2B & B2C tailor made holidays to Canada, Alaska and are moving into the USA, with a focus is on FIT self-drive, luxury lodges, wildlife experiences, and soft adventure activities, eg guided hiking etc. NO Groups. As a specialist travel wholesaler, they are well respected in the Australian market. I told her I would introduce her to Caroline Davidsons for the whole GAW experience and send her links to itineraries, reds and more daytime tour activities. No specific follow up needed from GC partners at this time.	2023 GWS Anchorage
Califun LLC	UNITED STATES	Met with Julien at GWS23 Anchorage. They are a receptive operator for French clients and French travel agencies. They offer activities, hotels, apartments and auto tours to FIT and MICE visiting the American West, but do not include Montana, however National Park requests are on the rise. I spent our appointment showcasing Glacier Country and our assets, but they has no plans to offer Montana itineraries. He knows Emanuelle our French rep . No follow up needed.	2023 GWS Anchorage
Manit Travel Chiangmai	THAILAND	Met with Kanchaka at GWS23 Anchorage. MANIT TRAVEL CHIANG MAI is one of Thailand's outbound tour operators. Specializing in the Asian outbound market, and has diversified it's portfolio of clients throughout SE Asia, North Asia, China, Europe, India and South Africa. They do FIT, luxury, student etc. They book accommodations direct. She wanted itineraries and photos to get more acquainted with our region. I explained the Great American West region and how we work together in the 5 states to showcase our area. She would like GAW itineraries. No follow up from GC partners.	2023 GWS Anchorage
Sea Wheel Travel	SINGAPORE	Met with Serene at GWS23 Anchorage. Sea Wheel Travel, specializes in inbound tours, local attractions and outboard tours from Singapore. They handle business meetings and incentive groups ranging from 28 - 600 people departing to various parts of the world. Demands are coming for destinations such as Alaska, Hawaii, Nevada, Rocky Mountain region, Washington, etc. Hotel range from 3 - 5 stars with activities such as skiing, shopping and foodies. Duration of trips ranges from 7 to 10 nights. He wants FIT activities, and family itineraries along with accommodation recommendations. This is a custom as they come in travel planner. GC partners can leave the follow up to me.	2023 GWS Anchorage
Experiential Travel Journeys Pvt. Ltd.	INDIA	Met with Amit at GWS23 Anchorage. They are a boutique luxury travel design company that offers private tailor-made journeys to international destinations worldwide. They curate and design trips for discerning clients that want experiential travel. Every trip is unique and different customized to individual clients. I asked about Indian clients and if they will eat American food and used an example of a group who didn't come to the area because they could not find any Indian restaurants. Managing expectations for this Discerning Group. I will follow up with website and itinerary links as a beginning step. No follow up needed from GC partners at this time.	2023 GWS Anchorage
Viator	UNITED STATES	Met with Maxwell at GWS23 Anchorage. Viator is Trip Advisor's experiences brand. Their website allows activity and attraction based suppliers to list their products for bookings. Viator booked 3,800 in 2022 and 4,400 in 2021. He gave me a list and Action Rentals, Discover Flathead Lake, Bitterroot Backpacking, Rock Climb Montana, GyPSy Guide, Glacier Raft Co, Great Northern Rafting, Whitefish Outfitters, Glacier Guides/Montana Raft, Lake Day Montana, Montana Brew Bus were the only Glacier Country Partners listed. If you are an attraction and don't see your name on this list, you should reach out to Maxwell at mkey@tripadvisor.com to get listed for guaranteed bookings.	2023 GWS Anchorage

Due to General Data Protection Regulations (GDPR) that have been put in place in the EU Member Countries, we are not allowed to share contact information from the leads generated at the international trade shows we attend. After reading through the notes provided, if there are certain companies you would like to follow up with, please contact our Tourism Sales Manager, Debbie Picard at debbie@glaciermt.com or 406.532.3231