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INTERNATIONAL TRADE SHOW REPORT

Company Name	Company Country	Notes from Show	Show
Doets Reizen	NETHERLANDS	IPW 2023: Doets Reizen is a tour operator/direct sell specialist, only selling the USA and Canada. They contract directly with accommodations/attractions. Most fly into Denver or Seattle and rent a car/RV and they help them with itinerary. She is searching for activities to make the packages complete and wants to work directly with lodging/outfitters/attractions not through a receptive operator. She was REALLY interested in biking the GTTSR. They are seeing shorter booking window with less numbers but higher revenue. California is still king for visitors.	2023 IPW San Antonio
Blueteam Travel Group	ITALY	IPW 2023 San Antonio. The office in Florence (former Universalturismo) is an US specialist TO 100% customized FIT and small group. They specialize in FIT fly/drives into our region. They also help with business travel, incentive and leisure. He said that business is good and has recovered from the pandemic. However, travel to the US and our region is too expensive. People want to come but are putting it off to see if prices come down. Stefano has been to MT a couple times and was on the MT/ID FAM a few years ago. They work well with RMHT, ATI, Bonotel and Travelco. He works well with Olga, the GAW rep in Rome.	2023 IPW San Antonio
USA Rejser	DENMARK	IPW 2023: Met with Chris. Works with receptives - mainly the big bed banks, also books directly. Uses BZN, BIL a lot, their big tour arrives in DEN, out SLC and includes GNP. Interested in new properties, Clydesdale Outpost info, trails in SEMT. Requested short videos for use on social. Followup with new property info and itineraries.	2023 IPW San Antonio
Alidays	ITALY	IPW23: Met with Davide. Guiseppe from his office attended IRU in Boise and was updated on new MT product and met with other MT suppliers in Boise. Davide reviewed their new travel booking system and their luxury division, Glance, which focuses on luxury travel/high end product. Discussed some new product. They need receptive friendly properties and guides for dark sky experiences. Followup with product updates. Our IT rep keeps them updated.	2023 IPW San Antonio
AmerikaNu.nl	NETHERLANDS	IPW 2023 San Antonio. I had just met with Bart in Boise for IRU. Bart who experienced bankruptcy during the start of COVID has started a new company with good backers selling holiday packages for Dutch people to the US. FIT, car rentals, RV rentals, sightseeing tours, motorcycle tours, hotels. He is really excited about the technology used for this new company. All digital with a roadbook that integrated maps, hotel, airline, attractions. He loves the GAW and is very knowledgeable about the region and has participated in several IRU's. However, he says it's really expensive to come to the states right now. Works with RMHTours, Bonotel, New World Travel and Team America as receptive.	2023 IPW San Antonio
UStravel.nl	NETHERLANDS	IPW 2023 San Antonio. They are a Dutch online tour operator specializing in USA and Canada. She says they are very busy with lots of RV rentals, back to nature is still strong. Their website offers fly-drive itineraries, accommodations, rental cars, motor home rentals, flights and some escorted tours but their main clients are the individual traveler and want customized tours. She said business since the pandemic is good. They are working with over 400 travel agents. They work with ATI, Tourmappers and RMHTours as International Inbound Receptives. Jose was at RMI Roundup in Missoula so she got to see a lot of our area and LOVED it. She wants itineraries and images sent to her.	2023 IPW San Antonio
Argus Reisen GmbH	GERMANY	IPW 2023. They are a German tour operator specializing in riding vacations, resorts, lodges and other unique accommodations and outdoor activities. (fly fishing, mountain biking and whitewater rafting) and winter activities (skiing, snow shoeing, dog sledding and snowmobiling) They work with ITO's including RMHTours, America 4 You, ATI, Bonotel, GTA. They are always looking for more guest ranches to work with (talked about Bar W (new owners want a reintroduction). Prices are 20% more than in 2019. They currently utilize 8 guest ranches in Montana. He really wants an introduction to Rich Ranch and says that his clients will sign up for a 7 day guest ranch stay. He wants marketing dollars to promote website (says Idaho is interested).	2023 IPW San Antonio
Le Cercle des Vacances	FRANCE	IPW 2023 San Antonio. A French B2C tour operator in Paris, selling tailor-made products online. Provide fly and drive in all parts of the country, and sell city breaks in the main cities, escorted tours, and adventure tours. He said that Utah parks are really hot right now, but then our region. Developing new itineraries for clients' 3rd or 4th trip to the US. He wanted unique experiences and we discussed Iron Shield Creative and IndigiKitchen. He would like more information on this. They book through RMHTours. Requested more lodging alternatives on the east side of GNP.	2023 IPW San Antonio
American Holidays	IRELAND	IPW 2023 San Antonio (pronounce Blowna). Plan FIT for 25-50 age group, families and adventure 55+. All trips are custom and soft adventure, they have a repeat clientele of 33%. The over 40's have hit the USA Bucket list, looking for Mild to Wild. This market is seeing a lot of YNP on the BBC. She has spent the last year since the FAM to Glacier Country focused on itineraries for the PNW. She has a 12 night itinerary just for NW Montana in and out of Seattle due to the direct flight from Dublin. She wants to keep up to date on any new offerings.	2023 IPW San Antonio
American Tours International, LLC	UNITED STATES	IPW 2023: ATI is the largest Visit USA receptive tour operator. They currently do FIT/ family drive tours in our area, but She focuses on the group market and Karen has the FIT. 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 is in need of charter companies, wanted info on DoubleTree in Helena, Heather with Columbia Hospitality and Averill Hospitality in Whitefish.	2023 IPW San Antonio

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Travelbag	UNITED KINGDOM	IPW 2023 San Antonio. Travelbag is a leader in worldwide travel from the UK to Asia, Australia, North America, Middle East, Latin America, Caribbean and Mediterranean. They sell direct to the consumer through call centers and travel experts. Their client is 45 years old+, affluent, FIT and motorhome self drivers. They are interested in cultural tourism. They currently have interest of 30,000 people to the US and need more product than California to sell. Geoff has been with the company for over a year and has added new product and lots in our region. They won best tour operator to the USA and Canada and Luxury tour operator. They went from 6 shops to 9 this year. 62% are adult couples, 19 group adults. Soon will have direct connect to Marriott to book international. He attended the UK FAM after IRU. LOVED the Glacier Distillery Huckleberry Whiskey. He was genuinely interested in the tourism products and LOVED the silos and Roam Beyond we stayed in. He is interested in learning more about unique lodging in the area including guest ranches, boutique hotels and glamping. Must work with a receptive for easy of booking his clients into the area.	2023 IPW San Antonio
Little Travel Europe	NETHERLANDS	IPW 2023 San Antonio. Clients are looking at 3-8 weeks in the U.S. Flying into Denver, Seattle, San Francisco and Dallas. Likes off the beaten track and our rural corridors with unique lodging properties, not looking for a Los Angeles or Vegas. they book direct and don't use a receptive tour operator or allotments. Rates/discount negotiable somewhere between 10 to 25%. Like to work with Mom and Pop locations, cute lodges, bed and breakfasts, ranches and cottages. They work directly with customers, 30% are repeat clients and some are generational. Send unique info and itinerary ideas for follow up. Requested information on Clark Farm Silos, BaseGlamp and Clydesdale Outpost.	2023 IPW San Antonio
Nyhavn Rejser A/S	DENMARK	IPW23 San Antonio. Nyhavn Rejser is Denmark's leading outbound tour operator in both the luxury segment and the segment for unique once in a lifetime experiences. FIT, wanting upmarket hotels and tours. GAW is doing a great job in Denmark. They use Hampton Inn's worldwide. Wants more information on Whitefish, St. Mary area and GNP with lodging options. He will hopefully be attending IRU in Casper.	2023 IPW San Antonio
Goway Toronto	CANADA	IPW 2023 San Antonio. Offices in Toronto, Vancouver, LA and Sydney. They have spent 50 years selling to all parts of the world. They currently have 6 agents dedicated to the US. North American Host voted them best DMC for winter. ATI is their receptive and Get Your Guide offers their attractions.	2023 IPW San Antonio
Marco Vasco	FRANCE	Met with Florence at IPW 2023 SA. I had just met with Florence at IRU in Boise. She manages a team of 60 US travel specialists. They are the largest tour operator in France. US is their top destination. They do custom packages for FIT only, no group. They work with Rocky Mountain Holiday Tours and wanted to get familiar with Glacier Country besides GNP and find out more information about winter product as well as ranch stays. They also work with Bonotel, Hotelbeds, GTA ATI, TourMappers. She requested a link to our itineraries to see if she is missing anything also photos of GNP and wanted Empire Builder information. The best way to work with this operator is to be in touch with RMHT as a receptive in the Rocky Mountain region.	2023 IPW San Antonio
TUI Deutschland GmbH	GERMANY	IPW 2023 San Antonio. TUI is the world's leading tourism group and offers packaged and individual holidays. Clients are from Germany, Austria, Poland and send 300K customers to US each year. Utilizes ATI and TeamAmerica as receptives. Waned an overview of Montana. Needs itineraries.	2023 IPW San Antonio
Teamamerica	UNITED STATES	IPW 2023 San Antonio: 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. Offer tailor made online products. Anthony doesn't cover our area, but Kathleen who does just had a baby. He didn't have stats on how much product they have in Montana. Thinks that the Bighorn Canyon is better than Grand Canyon.	2023 IPW San Antonio
Abercrombie & Kent	UNITED KINGDOM	IPW23 San Antonio. Company has 52 offices throughout the world, UK is the dominant market buying from them. Offer FIT self drives and small groups (12-14 pax), 10-14 day trips with no more than 4 stops, always include a national park in the itinerary. Not always luxury lodging will forgo for the experience. Like experiences: wildlife, nature, history, Native American, need good guides with vehicles. Talked about the One and Only/Montage/Lodge at Whitefish Lake and luxury guest ranches. He wants Yellowstone itinerary and conservancy information to share.	2023 IPW San Antonio
Gattinoni Travel	ITALY	IPW 2023: Dedicated to tailor made itineraries for higher end clients. He had never been to Montana before so wanted to learn about the state and it's offerings. In our area they also specialize in groups of 15 to 20 ppl. He was interested in itineraries between the parks.	2023 IPW San Antonio
Lotus	UNITED KINGDOM	IPW 2023 San Antonio: one of the largest TO in the UK with 4 offices. Clients are 35 t 64 years old, mostly empty nesters asking for luxury travel options. Most still call and book over the phone once they've done some research. US is 30% of their sales worldwide. We discussed GAW and itineraries through the region. She did not ask for anything specific.	2023 IPW San Antonio
Titan Travel	UNITED KINGDOM	IPW 2023: Saga is the parent company - Senior market, cruise ships & group tours. For Titan's escorted tours, US is the #1 destination and they have 15 different tours. They have a Montana tour that stays in West Yellowstone but that is the only stay in Montana. He says its not in the top 3 sellers. They did have a Canadian Rockies tour that came into GNP. He said our charters are too expensive, service is not good, and people have to tip for not great service. (uses Destination America)	2023 IPW San Antonio
FTI Touristik GmbH	GERMANY	IPW 2023. FTI Trouistik has many brands and is one of the largest tour operators in Germany, Austria, Switzerland and France and a market leader for North America. They offer 20 different brochures with a worldwide product portfolio that includes guest ranches, excursions, outdoor activities and unique lodging in the region. They are pacing ahead of 2019 in Montana. They have a high demand for working ranches and guest ranches. They currently work with Meeting Point North America, and not sure how many of our lodging work with meeting point.	2023 IPW San Antonio

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Gold Medal Travel	UNITED KINGDOM	IPW 2023 San Antonio: Part of Emirates Group, Gold Medal is a luxury brand offering five-star holidays. They have 4,000 agents in UK. Sarah handles the West US and Canada. She didn't request anything. She does know and work with Mandy and Lisa at KBC and gets great information from them.	2023 IPW San Antonio
Konrad Travel	ITALY	IPW 2023: Ilaria started with them in December 2022. They have developed several escorted tours in the GAW region, including MT, and use RMHT and Travalco as receptive tour operators. When Italians come to the US, they stay 12-21 days. They are looking for custom-made itineraries and travel packages for individuals and groups. She wants to know who took Philips position in Indian Country in Commerce. Working with RMHTours is the best way to work with this international tour operator.	2023 IPW San Antonio
Travel Gallery Co., Ltd	JAPAN	IPW 2023 San Antonio. Travel Gallery Co is a tour operator providing travel to the USA from Japan. They know Mako our Japanese rep. They opened an office in Las Angeles to help promote visitation to the US. Said it is very expensive to come to the GAW area right now. Japanese are willing to try different foods, but still prefer Japanese restaurants. They like the idea of a YNP/GNP/Yosemite itinerary. Love Montana for hiking tours but need 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. They also help with MICE needs in the US from Japan.	2023 IPW San Antonio
Toundra Voyages - Windigo Adventures	CANADA	IPW 2023 San Antonio. Receptive tour operator for the French market. They specialize in adventure tours (Windigo Adventures) and incentive trips. Interested in selling unique properties and activity providers in Montana. Laurence is based in LA. Wants itineraries for 2 weeks with 2/3 nights per location so that they can really experience the area. clients like soft adventure. He commented on llama trekking and biking the GTSR.	2023 IPW San Antonio
Intrepid Travel	AUSTRALIA	IPW 2023 San Antonio. I just met with her colleague Holly at Go West Summit in 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. Iron Shield Creative might be a great fit but is working with Alger right now and doesn't want to replace him so maybe an added Blackfeet experience, Glacier Guides Lodge etc. She wanted information on Sasquatch gift shop in Arlee. Interested in those that have the same sustainable philosophy. All GC partners can contact liz.vinson@intrepidtravel or holly.miller@intrepidtravel.com if they have a volunteer or stewardship opportunity.	2023 IPW San Antonio
Meeting Point North America	UNITED STATES	IPW 2023 San Antonio. Full service receptive tour operator. Looking for lodging in Montana prefer 3.5 star properties and above. Working with Delaware North and Xanterra so would like to contract with other accommodations and would love itinerary suggestions.	2023 IPW San Antonio
Le Orano	TAIWAN, PROVINCE OF CHINA	IPW 2023: Met with Reton. Le Orano is luxury brand of Lion Travel, all FIT. They are a new company, focus on very high end, already work with Montage, also offer Sage Lodge, Paws Up. He has been in touch with our Taiwan rep and will continue to work with her on product development.	2023 IPW San Antonio
Travelsphere / Page & Moy	UNITED KINGDOM	IPW 2023: Met with Stuart. Have a 17 day Nat Parks tour - arrives DEN, out Vegas, and includes YNP. Says it's tried and tested and not changing. Do not go to GNP but want to explore for future so we reviewed highlights and routings including Missoula and Helena as possible overnights. Follow up with details on routings and activities, tours.	2023 IPW San Antonio
Bon Voyage Travel & Tours	UNITED KINGDOM	IPW 2023: Met with Dirk. Kim as there for trainings on the UK Mission last fall, he wanted more details about some new properties - the Wren, Under Canvas in Paradise Valley and reviewed updates about Parade Rest Guest Ranch. His honeymoon to our region this summer might not happen due to increased size and cost of wedding, but he will reach out if needing assistance.	2023 IPW San Antonio
Travel O Holidays	INDIA	IPW 2023 San Antonio. Travel company in luxury FIT and small group (10/12 ppl) creating in-depth & unique experiences for their clients. Average vacation is 12 days. They love self drives and soft adventure experiences. She needs itineraries and then will need help putting all the finishing touches.	2023 IPW San Antonio

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