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Prepared By: Debbie Picard

### INTERNATIONAL TRADE SHOW REPORT

Company Name	Company Country	Notes from Show	Show
N.A.R. LTD	UNITED KINGDOM	Met with Peter at GWS2024 Tahoe. NAR has spent the last 40 years as a receptive tour operator, specializing in the US, Mexico, and Canada. NAR operates several brands. Travel Trade Tickets and Tours has rebranded as Attraction Ticket Store. 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, and his 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, he wants updates. He said Stuart will be at all US shows next year as he is getting older and can't take the travel. Peter switch to politics and I wasn't engaging with him there. GC partners can contact Peter with information on how to get their attractions listed on his website.	2024 GWS - Tahoe
Sports Leisure Vacations	UNITED STATES	Met with Scott at GWS2024 Tahoe. Sport Leisure Vacations specializes in tour packages that offer unique attractions hotels and off-the-beaten-track destinations. Primarily senior adults who are seasoned travelers who expect above-average service. I've been working with 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 to go on 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. Aerionna had him out for a holiday preview tour in December 2022 and he loved it, but when trying to organize it, ran into difficulty because our productions are not set 6 months in advance for sale. Now he is looking at summer again. Kalispell, Grouse, Prince of Wales hotel. Wants intro to Firebrand, Xanterra, BW Rocky Mountain Lodge, Owl Institute, Iron Shield Creative, Izaak Walton (Loge property for lunch). I will follow up for now.	2024 GWS - Tahoe
Destination America	UNITED STATES	Met with Christine at GWS2024 Tahoe. 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 deals with hotel contracts. I met with Maritza, who helps in product development and is working with Indigikitchen on our recommendation from last year. She listed off hotels she is working with, including AC, Grouse, BW Grant Creek, Holiday Inn Downtown, and DoubleTree. She wanted any new hotel properties in Whitefish besides LWL, Grouse and Firebrand. Will send Pine Lodge and BW RML information to her. Also The Wren in Missoula. She said that guest ranches are being requested. I told her about ours and will check guest limits and minimum stays with her and send over any that might work. She also asked about tent/glamping near GNP. I will send those referrals too. 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.	2024 GWS - Tahoe
Western Leisure Inc.	UNITED STATES	Met with Mayuko at GWS24 Tahoe. They are TAP members and sell guaranteed departures each year to Glacier Country. She thinks the same old tour is not working anymore and wants to try a new itinerary. She was interested in Farwest boat tour with box lunches from the restaurant next door, butterfly house in Missoula, Cedar Creek Lodge in Columbia Falls and/or is the Loge property in Essex good for a group tour/motorcoach bus full of people? She says that customer service has fallen off in our neck of the woods. 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.	2024 GWS - Tahoe
New World Travel, Inc	UNITED STATES	Met with Sonia at GWS2024 Tahoe. New World Travel is a full-service receptive tour operator and has offices in New York, Miami and Los Angeles. It 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, incentives 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 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	2024 GWS - Tahoe
Excursionist, LLC	UNITED STATES	Met with Rakela at GWS2024 Tahoe. Excursionist is the premier luxury inbound Destination Management Company for the US Canada and the Caribbean. They design customized itineraries for individual travelers, family groups and corporations and package unique experiences, tours, transportation and luxury accommodations. Affiliations include Virtuoso, UltraLuxe, Traveller Made, Signature and Ensemble. She was interested to learn about our more luxury products. She has been to GNP after a wedding at Paws Up. I said I would send information including LWL, Green O, Clyd OP, Riverview Ranch and other cultural experiences to be had in the region.	2024 GWS - Tahoe
ATP Travel	UNITED STATES	Met with Luisa at GWS2024 Tahoe. AlliedTPro is a leading North American receptive operator. Leading in inbound visitors to the US. They have five 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 says pricing/rates at hotels are hurting us. She asked for help getting contracts with lodging. I told her that Rocky Mountain Holiday Tours had a good hold on the region and has worked directly with lodging properties to build relationships and that is what ATP needs to do. If GC Lodging and Attractions want to market through more than one receptive, AlliedTPro is looking to partner with you. They have just merged with New World and will work jointly for FIT, the group business will remain separate and that is what she does along with 12 other people making them the #1 receptive with groups in the world.	2024 GWS - Tahoe
NationsClassroom LLC	UNITED STATES	Met with Jennifer at GWS24 Tahoe. They are out of Richmond, VA, and run tours with high school students focused on National Parks. They love Glacier but it's so pricey. 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. She wanted more information on TeePee stays or low key ranch stays. I told her I would ask Lalani for more inclusive education program on the Blackfeet Reservation. Looking for a week long program. GC partners in the area can contact Jennifer.	2024 GWS - Tahoe
Baumeler Reisen AG	SWITZERLAND	Met with Herbert at GWS2024 Tahoe. 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 the strong dollar and heavy exchange rate, the US is hard to sell. Clients are going to Dubai, Asia. His company wants him to develop Alaska, but he things it would be better to do a hiking in PNW and NW. He remembered Goat Lick and has a goat that Marlee gave him on his bed. I will send him information on Loge (IWI) in Essex.	2024 GWS - Tahoe

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Travelbag	UNITED KINGDOM	Met with Geoff at GWS2024 Tahoe. 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. They work with RMHTours as our area receptive. He wants to come stay at Clydesdale Outpost with his husband Kevin.	2024 GWS - Tahoe
Exciting West	BELGIUM	Met with Ruben at GWS2024 Tahoe. I did not have information on Exciting West and he said they are a new company. I did meet wit Ruben in 2022 at IPW and it was a different named company. Since he is in Belgium, I asked if he works with Target Travel and he knows Marjolene well. Instead of working BtoC he is working BtoB and with travel agents. He is looking for higher end lodges and works with RMHTours as our areas receptive. I will send GNP, Reds information. He is coming to Yellowstone in September and wondered about coming up to see Glacier. I will contact him and see if we can get him up here for a couple of days.	2024 GWS - Tahoe
Audley Travel	UNITED KINGDOM	Met with Emily at GWS2024 Tahoe. 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 have a good level of disposable income. They are interested in wildlife, culture, history, food and wine, music and, above all, authentic experiences. Many 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 were helping Audley in 2020 and they stayed at Grouse to make sure they know the region. Working with independents around Glacier as well. She said that ranch stay inquiries in our region of GAW is up 110%. She had been to YNP but not GNP. We talked about IRU and the need for her to attend. Ask Lisa Cooper for an invitation. No specific follow up is needed with them at this time, clients book into our area through Rocky Mountain Holiday Tours.	2024 GWS - Tahoe
Charitable Travel	UNITED KINGDOM	Met with Melissa at GWS2024 Tahoe. This is a one-of-a-kind travel company that let's you donate a portion of your holiday to the charity of your choice. One of the first not for profit they use the commission to support the causes their clients care about. They are very interested in what we are all doing in the sustainable space and how they can use that to gain a sustainable edge on others. Their clients CARE. I will follow up with our sustainability blog and more information. They want to build sustainability into their itineraries, not only environmental but cultural sustainability of place as well. I will send over itineraries and cultural information.	2024 GWS - Tahoe
TourMappers North America	UNITED STATES	Met with Julie at GWS2024 Tahoe. She is always looking for boutique, independent and/or resorts are their first choice of products. When those are not available, we will consider flagged properties (3+Star) for 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. She is good around Whitefish, GNP and Missoula, but didn't have any properties in Kalispell. She said she has a video explaining receptives and would send it to me to help sell our properties on the benefits of working with the travel trade.	2024 GWS - Tahoe
Dream Vacation Builders	UNITED STATES	Met with Viviane at GWS2024 Tahoe. They are an inbound tour operator for mainly Mexico and Latin America and focus on California, NY and larger cities. She isn't selling Montana at this time, but appreciated the appointment and keeping in touch. They do have some requests for National Parks, but I think it's a long shot to work with them. No follow up needed.	2024 GWS - Tahoe
Gate 1 Travel	UNITED STATES	Met with Ashley at GWS2024 Tahoe. They specialize in escorted tours, small group tours, and family and FIT customized packages. They are seeking high-quality, affordable travel for a moderate, deluxe level of accommodations. They do incorporate GNP into their Canadian Rockies tour drop down for two nights and end at GNP at St. Mary Lodge. One day is spent in the park, and the other is spent in Kalispell visiting Conrad and Hockaday. She is hunting hotels in our area since everything is so expensive. She said it would be helpful is she could send me her itinerary and I could tell her what they are missing. 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.	2024 GWS - Tahoe
Viator	UNITED STATES	Met with Maxwell at GWS2024. 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, GyPSy Guide, Glacier Raft Co, Great Northern Rafting, Whitefish Outfitters were the only Glacier Country Partners listed. If you are an attraction and don't see your name on this list, you should contact Maxwell at mkey@tripadvisor.com to get listed for guaranteed bookings.	2024 GWS - Tahoe
Globus Family of Brands - Globus, Cosmos, Monograms, Avalon	UNITED STATES	Met with Betsy at GWS2024 Tahoe. They specialize in escorted group tours. 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. She wasn't as familiar with our offering so spent most the appointment walking her through the region. She would like form information for their small group discoveries tours. Send info on Owl Institute, butterfly house, larger itineraries, geo domes, cabins and under canvas and wonder camps, as well as meals at Artemis or Lonesome Dove-type venues.	2024 GWS - Tahoe
North America Travel Service	UNITED KINGDOM	Met with Damian at GWS2024 Tahoe. - They aren't doing a lot in MT mainly in Billings and Bozeman due to YNP. Ranch stays are on the rise. They are only contracted with the Ranch at Rock Creek currently and are looking for more luxury hotels. I mentioned Clydesdale Outpost. They feature Glacier NP in their Canada catalog. We discussed working directly with the ranches and he is willing to do this. He is also looking into Missoula properties. GC partners can follow up with Damian, but working with Rocky Mountain Holiday Tours is the best.	2024 GWS - Tahoe
America World	ITALY	Met with Damien at GWS2024 Tahoe. America World was founded in 2002 by professionals with 20 years of experience in travel to the US. They offer a comprehensive, meal inclusive Italian language tour to the main American cities. They currently work with TeamAmerica, AlliedTPro, AmericanTours, Tourico and RMHT for our region. In 2015, Irene came to Roundup in Cody and went on the Montana FAM. She still works in the groups' side. I told him I am going to Italy and he told me some secrets. In Venice, go to where they build the gondolas and see the Basillica at night. No specific follow up in needed from GC partners at this time.	2024 GWS - Tahoe

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Southwest Adventure Tours LLC	UNITED STATES	Met with Michelle GWS2024 Tahoe. We are working with Jason (owner) to host Boomers in Groups/TravelCon in 2025 in Kalispell. 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. 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. Michelle needs help with getting in touch with Sun Tours for groups coming into Glacier this year. Reds are sold out. She also wants the name of the glamping camp outside of Glacier - WonderCamp and Undercanvas. I will double-check on the Loge property in Essex for groups. Great receptive tour operator for GC partners.	2024 GWS - Tahoe
Hotelbeds Accommodation & Destination Services	CANADA	Met with Oren at GWS2024 Tahoe. We had a meeting, but he was so stressed about the storm coming into Tahoe and needed to make arrangements with flights that he asked if he could follow up with an email. That was fine with me since I can't really help Hotelbeds reach our lodging anyway.	2024 GWS - Tahoe
Travel Funders Network	UNITED STATES	Meet with Chelsea at GWS2024 Tahoe. I had worked with Brad Nameste when he worked for Bonotel and is now working for Travel Funders Network. They are a hotel and B2B distribution program. They focus on airline point redemption and employee benefit programs. Perks at work. To get involved, hotels need to provide the best net rate. She would like introductions to 3-star hotels and up in the region. Hilton and BW are coming online. Will have to work with Marriott at the local levels. If GC partners are interested, let me know. She did express FAM interest.	2024 GWS - Tahoe
America Voyages	UNITED STATES	Met with Olivier at GWS2024 Tahoe. They are a receptive here in the US with offices in Arizona. Works a lot with the SW national parks. They are getting more and more requests for Glacier National Park. He did not know much about the area so spent most of the time talking about our key attractions, accommodation options. He is interested in working with any hotel that will sign a receptive contract for rooms. Partners can follow up with Olivier.	2024 GWS - Tahoe
Utah Luxury Tours	UNITED STATES	Met with Rachel at GWS2024 Tahoe. They specialize in small group, 2 to 12 passengers in small vans. They were just SW National Parks, but they have been getting requests for Glacier National Park. She had a Glacier NP water bottle on the table and said its her favorite park. She wanted information on Firebrand and LWL, Grouse and I told her I would gather more information on the small new lodge in Whitefish. I will follow up with Rachel to see if there is anything we can do for her.	2024 GWS - Tahoe
Hopper	UNITED STATES	Met with Sarah at GWS2024 Tahoe. Hopper, like all the travel platforms, have flights, hotels, and cars that can be booked online. Their mobile app is the 3rd largest in the US. She wanted to talk about Mill/Gen Z users and how TikTok sells to 43% of the population. Hopper.com and Capital One are partnering. She was familiar with Patrick at Windfall. She followed up with an email, and I replied, sending her to Tia Metzger to either work this into our media buy or joint venture for the state.	2024 GWS - Tahoe
XPLORE SRL	ITALY	Met with Claudio at GWS2024 Tahoe. I asked if he know or worked with Olga (our international rep in Italy) he said he knows Olga and does not and will not work with her. He has been the owner of the company for 20 years and serves just Italian ppl and sends over 2,000 people to the US and especially to the west. 80% FIT, 20 % group. He wants outdoor adventures, works with RMHTours and is interested in my YNP to GNP itinerary and also the Idaho to GNP itinerary. I will follow up.	2024 GWS - Tahoe

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](mailto:debbie@glaciermt.com) or 406.532.3231